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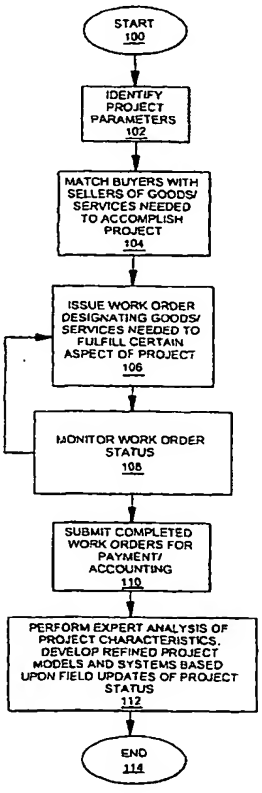

(57) Abstract: The present invention provides a process and a system for matching buyers and sellers of goods and/or services for a project. The invention enables a buyer to specify a project in terms of physical, functional, temporal, financial, and/or transactional parameters (102) which are then automatically converted, by the present invention, into at least one request for goods/services (104) needed to complete the project. The requests are suitably provided to at least one seller, who may be pre-identified by the buyer as a preferred seller. Upon receiving a request, the seller may submit a response to the request, as desired. Additionally, the invention provides a forum for the negotiation of any agreemments and the formation of contracts to provide the requested, or alternative goods/services (106). Further, the present invention provides a system and process for targeting marketing to online buyers based upon profiles established for the buyers, profiles for the sellers, and the current on-line activities of a buyer. The targeted marketing features are preferably provided by utilizing Profile links which provide hyper links to a web page associated with a seller.

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PROCESS AND SYSTEM FOR MATCHING BUYERS AND SELLERS OF GOODS AND/OR SERVICES

CROSS REFERENCE TO RELATED APPLICATIONS

This application is related to the following applications, which are incorporated herein by reference: U.S. Provisional Application Number 60/157,315, of Jeffery A. Livesay, entitled "METHOD AND AUTOMATED PROCESS FOR MATCHING BUYERS AND SELLERS OF GOODS AND/OR SERVICES", and filed on October 1, 1999; and U.S. Provisional Application Number 60/166,960, of Jeffery A. Livesay, entitled "METHOD AND SYSTEM OF PROVIDING PROFILE LINK BASED INTERNET ADVERTISING", and filed on November 23, 1999.

FIELD OF THE INVENTION

The present invention relates in general to the field of automated business processes which match buyers with sellers of goods and/or services while also targeting marketing to such buyers. More specifically, the present invention relates to an automated process which receives specifications of physical, functional, temporal, financial, transactional and/or geographical parameters from buyers, and matches the buyers with sellers of such goods and/or services which satisfy the parameters and specifications. Additionally, the present invention provides targeted marketing capabilities to such buyers based upon profile links to sellers provided via a network.

BACKGROUND OF THE INVENTION

In today's fast paced economy, many projects exist which require various goods and/or services to be provided by numerous organizations (hereafter, "sellers") while also requiring relationships for providing and monitoring such goods/services to be quickly and efficiently established. Examples of such projects include drilling for oil, commercial and/or residential construction, manufacturing complex objects (for example, aircraft and special use objects), and providing specialized services (for example, brokering excess power and bandwidth, and developing unique software products). When planning such projects, the person(s) responsible for the project (hereinafter, the "buyer") is often faced with the daunting tasks of: (1) determining which goods/services are needed; (2) determining who provides such goods/services (i.e., who are the "sellers"); (3) establishing a dialogue with such sellers; (4) selecting at least one seller; (5) undertaking, starting and monitoring the project until completion or termination; (5) facilitating post-completion tasks (for example, paying sellers and other back-end processing); and (6) attempting to identify areas of improvement for future projects.

Commonly, when faced with such a challenge, many buyers rely upon antiquated systems and processes for accomplishing those tasks necessary to see an project through from start to post-completion. Such antiquated systems include utilizing business listings and other directories to identify sellers, negotiating agreements with the sellers via fax, telephone, and other non-real-time responsive systems, and making best guest judgments as to areas in which future improvements may be realized. As a result, many buyers relying upon such antiquated processes are often left behind in today's fast paced, Internet driven information economy. As such,

a system is needed which allows buyers to be efficiently matched with sellers, and projects monitored and coordinated through all phases of the project.

For example, when constructing a building, a general contractor must decide which seller will provide excavation services, what type of materials to use, when the materials will be used, who will supply the materials, who will use the materials (i.e., who will actually construct the building) and other various factors. Currently, when constructing a building, the builder will often use a Rolodex® to determine which preferred sellers provide the desired goods/services. Upon identifying the sellers, the buyer may then engage in some dialogue with the seller about the project parameters, and may solicit bids. Since each seller may identify a unique manner for accomplishing the specified task, the buyer is often left with trying to determine which seller is providing the best value, the best approach, the best timeliness, etc. Since such determinations can be quite time consuming, buyers generally do not have time to shop for other than a limited number of sellers for any given project. As such, new sellers on the market, and/or new techniques may often be overlooked.

Further compounding the problems faced by buyers in identifying and coordinating goods/services from sellers is the fact that sellers often dictate which of the numerous currently available processes for processing goods/services to use (e.g., auction, fixed price and quantity systems, and other systems well known in the art). For some of these processes, most of the essential terms of the agreement are dictated or controlled by the seller, with the buyer having little input over price, delivery terms, location, quantity, etc. (examples of such seller driven processes include retail, mail order, telephone, and some on-line sales systems). For example, a builder desiring to

procure nails might be required by a retail sales process or an on-line sales process to purchase nails only in bundles of 200, for a set price. Since the buyer can not modify the goods/services or terms or conditions of the procurement process, the buyer's needs are often inadequately, untimely, and inefficiently fulfilled.

Additionally, recent automation of the aforementioned seller driven processes (for example, via the Internet) has not adequately addressed this problem. While the new automated processes generally enable a buyer to shop for goods and/or services without having to travel to the seller's location or obtain a catalog, such processes are commonly characterized by sellers offering items of commerce under seller specified terms and conditions. Such processes do not allow a buyer to identify a project in terms of its specifications, and have the specifications translated into requests for goods/services which are then fulfilled in a timely and efficient manner by a seller providing the requested goods/services or suitable alternatives. Additionally, such processes often do not identify sellers of specialty goods/services and, therefore, are often inadequate for the provisioning of goods and/or services which are not commonly mass marketed. In short, a more efficient process of matching buyers and sellers is needed.

Similarly, currently available buyer driven processes also do not facilitate the efficient matching of buyers and sellers. Examples of commonly available buyer driven processes include bidding processes and auctions. Regardless of the process (whether bid based or auction based), a buyer is generally first required to identify specific goods/services which are needed to complete a project. None of the processes allow a buyer to specify a project in terms of project details which are then automatically converted into requests for proposals, requests for specific goods, or

other such proposals. As is appreciated by those skilled in the art, converting specifications for complex projects into specific requests for goods/services is extremely time consuming, is often incomplete, and is extremely inefficient because the buyers often can not precisely identify and/or specify those goods/services available and needed to fulfill a project. As such, today's buyer driven processes do not provide the degree of flexibility, specificity, and efficiency necessary for many buyers of goods/services. Therefore, a process is needed which enables a buyer to procure those goods/services necessary to undertake and complete a project by providing a project's specifications to an automated process which facilitates the conversion of such specifications into requests for goods/service and matches the buyer with sellers of such goods/services.

Additionally, once an agreement has been entered into to provide goods/services needed to fulfill a project, systems are not available which enable both buyers and sellers to monitor the progress of the project, efficiently implement design changes, provide billing and other back-office functions, and determine areas for improvement by utilizing knowledge based systems. Thus, a system is needed which enables buyers/sellers to enter into agreements for projects and monitor such projects from initialization through post-completion/termination.

Further, with the advent of the Internet as another medium for the marketing of goods/services, sellers have sought efficient and useful mechanisms for marketing their goods/services to buyers via web pages. In order to encourage buyers to visit the seller's web pages, at which their goods/services are often offered for sale or identified, sellers utilize various marketing mechanisms including: static marketing

(where an advertisement is displayed as a static graphic or textual description on a portion of a buyer's computer screen); flash marketing (when an advertisement is flashed on the buyer's screen for a brief time period); banner marketing (wherein a "billboard" providing a hyper-link to the seller's web page is provided on a portion of a web page the buyer is currently viewing); and various other marketing mechanisms. In spite of these various and numerous methods of marketing via the Internet and other networks, such methods have been shown to be very inefficient in promoting goods/services because such methods do not generally provide targeted marketing to buyers when they are most likely to consider acquiring a sellers goods/services, for example when they are undertaking a project in which the seller's goods/services may be utilized.

Therefore, a new method for providing marketing to buyers is needed. More specifically, a system and process is needed which combines the efficiencies and unique capabilities of the present invention, as explained further herein, to match buyers with sellers of goods/services.

SUMMARY OF THE INVENTION

The present invention is directed to a process and system which matches buyers and sellers of goods/services based upon specifications provided by a buyer for a project. Additionally, the present invention provides a forum for the negotiation and resulting agreements to provide goods/services needed for a project, while also allowing buyers and sellers to monitor the status of the project and/or the provisioning of the agreed upon goods/services. Further, the invention facilitates the completion of post task accomplishment activities such as back-end accounting and billing

operations, resource management, and knowledge management. Lastly, the present invention provides a process and system for providing targeted marketing by sellers to buyers during all phases of a project including project initialization, monitoring, and post-completion phases.

More specifically, the present invention provides a system and process which, upon identification of specifications for a project by a buyer, generates a request for goods and/or services needed to fulfill the project and provides the request to those sellers designated by the buyer and/or those sellers which can provide the requested goods/services. In response to such requests, the sellers may submit bids, request additional information, recommend changes to project parameters and/or the goods/services requested, and perform various other activities. The present invention enables sellers to directly communicate with the buyer, including providing documents and other information which are readily accessible by both the buyer, the sellers, and others (engineers, other project members, etc.) from anywhere, at any time, via a suitable communications link. In this manner, the process facilitates the matching of buyers with sellers of goods/services based upon project parameters, and not necessarily upon the specific identification of goods/services by a buyer. Additionally, it is to be appreciated that a "project", as used in this specification, includes activities involving single steps (for example, procuring casing for a well) as well as activities involving numerous steps (for example, building a house), and is not to be construed as being limited to any specific classes of goods, services, activities, or projects.

More specifically, when utilizing the systems and/or processes of the present invention, a buyer specifies parameters which describe a project. Examples of such

parameters include the following: physical parameters (e.g., size, weight, height); functional parameters (e.g., able to accelerate from 0 to 60 m.p.h. in less then 6.0 seconds); temporal parameters (e.g., to be delivered by Tuesday); financial parameters (e.g., to cost less than $10.00); transactional parameters (e.g., to be paid by check or money order); and/or geographical parameters (e.g., located in Colorado). The physical, functional, temporal, financial, and/or geographical parameters are hereafter collectively referred to as "Parameters".

Additionally, it is to be appreciated that the present invention may be accomplished using any system, automaton, and/or "Turing machine." An "automaton" is herein described as a mechanism which is relatively self operating and designed to follow a predetermined sequence of operations or respond to encoded instructions. A "Turing machine" is herein described as an abstract expression of a computing device which may be realized or implemented on an infinite number of different physical computing devices. Examples of systems, automatons and/or Turing machines which may be utilized in performing the process of the present invention include, but are not limited to: electrical computers (for example, an IBM personal computer); neuro-computers (for example, one similar to the "General Purpose Neural Computer" described in United States Patent No. 5,155,802, issued to Paul H. Mueller, on October 13, 1992); molecular computers (for example, one similar to the "Molecular Automata Utilizing Single or Double-Strand Oligonucleotides" described in United States Patent No. 5,804,373, issued to Allan Lee Schweiter et. al., on September 8, 1998); biological computers (for example, one similar to the biological computer presented by Ehud Shapiro, of the Computer Science and Applied Mathematics Department at the Weizman Instutite of Science

(Rehovot, Israel), at the Fifth International Meeting on DNA-Based Computers); and optical computers. For purposes of simplicity, such devices hereinafter are referred to as "computers", as is commonly understood in the art. But, the invention is not limited to such devices and may be accomplished upon any system or collection of systems capable of providing the features and functions identified herein.

Additionally, when providing the before mentioned marketing capabilities, the present invention preferably associates buyer profile information with identifications of seller provided goods/services to target the marketing to the buyer. The profile information may be based upon any act, information, or event supplied or accomplished by the buyer including, for example, an on-line application or Internet site currently being visited by the buyer, answers to a questionnaire, and other information. More specifically, the present invention preferably accesses databases which maintain profiles of buyers. Such profiles may include factors such as the location of the buyer, various Parameters, buyer characteristics, web site access history, and preferred seller lists. Throughout this specification, the profile information is preferably accessed by a "Profile link" -which is herein defined to include any process or system for providing profile information for a seller or a buyer to another buyer or seller. Additionally, in the preferred embodiment, a Profile link is a hyper-link to an associated web page. However, those skilled in the art appreciate that process or system for providing profile information may be utilized by and/or in conjunction with the present invention.

The present invention also preferably utilizes databases of sellers within which profiles have been established to determine which sellers and which goods/services are to be targeted to the various buyers at any time via a Profile link. For example, a

database on seller XYZ may indicate that XYZ provides goods in categories 1, 2 and 3. When buyer ABC accesses an on-line site or an application wherein goods in category number 2 are utilized, the present invention recognizes that XYZ provides such goods, and provides targeted marketing about XYZ's capabilities or products to ABC, via a Profile link, provided with the information page ABC is currently reviewing. The present invention may also recognize that ABC, for whatever reason, does not wish to engage in business with XYZ, or vice versa and thus, does not provide a Profile link to XYZ's information. Thus, the present invention utilizes Profile links to target the marketing of goods/services to those most likely in need of such goods/services, especially while a buyer is actively pursuing the procurement of such goods/services.

Therefore, in addition to the aforementioned features and those identified hereafter, the present invention provides a method for targeting marketing to online buyers based upon profiles established for buyers, profiles established for sellers, and the current on-line activities of a buyer.

BRIEF DESCRIPTION OF THE DRAWING FIGURES

Figure 1 is an exemplary flow diagram of the process used in a preferred embodiment of the present invention to match buyers and sellers for goods and/or services based upon the specification of Parameters.

Figure 2 is an exemplary flow diagram of the process shown in Figure 1, wherein the process steps of defining Parameters, matching buyers and sellers, through the step of generating a contract is depicted for the preferred embodiment of the present invention.

Figures 3A-3C are a more detailed flow diagram showing the process of Figure 2 in finer detail for the preferred embodiment of the present invention.

Figure 4 provides a schematic representation of a system for implementing the process of the present invention.

Figure 5 represents a logic flow diagram of the method of providing Profile links according to an embodiment of the present invention.

Figure 6 is a block schematic diagram of one embodiment of a system implementing the Profile link system of the present invention.

Figure 7 is an exemplary screen shot of a main menu page for an Internet based embodiment of the present invention.

Figure 8 is an exemplary screen shot of a User profile page for an Internet based embodiment of the present invention.

Figure 9 is an exemplary screen shot of a Bid Request Summary page for an Internet based embodiment of the present invention.

Figure 10A is an exemplary screen shot of a New Bid Request page for an Internet based embodiment of the present invention.

Figure 10B is an exemplary screen shot of a Project Details page for an Internet based embodiment of the present invention.

Figure 10C is an exemplary screen shot of a Project Users page for an Internet based embodiment of the present invention.

Figure 10D is an exemplary screen shot of a Request Manager page for an Internet based embodiment of the present invention.

Figure 10E is an exemplary screen shot of a Request Details page which includes a Profile link for an Internet based embodiment of the present invention.

Figure 10F is an exemplary screen shot of a Package page for an Internet based embodiment of the present invention.

Figure 11 is an exemplary screen shot of a Closed Bid Request page for an Internet based embodiment of the present invention.

Figure 12A is an exemplary screen shot of a Replies to Bid Request page for an Internet based embodiment of the present invention.

Figure 12B is an exemplary screen shot of a Vendor Info page for an Internet based embodiment of the present invention.

Figure 12C is an exemplary screen shot of a Vendor Feedback page for an Internet based embodiment of the present invention.

Figure 13 is an exemplary screen shot of an All Projects page for an Internet based embodiment of the present invention.

Figure 14A is an exemplary screen shot of an On-Shore Project Details page for an Internet based embodiment of the present invention.

Figure 14B is an exemplary screen shot of a second On-Shore Project Details page for an Internet based embodiment of the present invention.

Figure 14C is an exemplary screen shot of a Well Definition page for an Internet based embodiment of the present invention.

Figure 14D is an exemplary screen shot of a Well Summary page for an Internet based embodiment of the present invention.

Figure 14E is an exemplary screen shot of a Hole Section Details page for an Internet based embodiment of the present invention.

Figure 14F is an exemplary screen shot of a Well Summary page for an Internet based embodiment of the present invention.

Figure 14G is an exemplary screen shot of an On-Shore Geological Prognosis page for an Internet based embodiment of the present invention.

Figure 15A is an exemplary screen shot of a Primary Cementing Request page for an Internet based embodiment of the present invention.

Figure 15B is a continuation of the exemplary screen shot of the Primary Cementing Request page of Figure 15A for an Internet based embodiment of the present invention.

Figure 15C is a continuation of the exemplary screen shot of the Primary Cementing Request page of Figures 15A and 15B for an Internet based embodiment of the present invention.

Figure 15D is a continuation of the exemplary screen shot of the Primary Cementing Request page of Figures 15A , 15B, and 15C for an Internet based embodiment of the present invention.

Figure 15E is an exemplary screen shot of a blank Bid Pricing page in response to a primary cementing request for an Internet based embodiment of the present invention.

Figure 15F is an exemplary screen shot of a populated Bid Pricing page in response to a primary cementing request for an Internet based embodiment of the present invention.

Figure 15G is an exemplary screen shot of a Detailed Bid Pricing page in response to a primary cementing request for an Internet based embodiment of the present invention.

Figure 15H is a continuation of the exemplary screen shot of the Detailed Bid Pricing page in response to a primary cementing request of Figure 15G for an Internet based embodiment of the present invention.

Figure 16A is an exemplary screen shot of a Request Manager page for an Internet based embodiment of the present invention.

Figure 16B is an exemplary screen shot of the Bid Pricing page for a primary cementing job received by a buyer using an Internet based embodiment of the present invention.

Figure 17A is an exemplary screen shot of a Calendar page depicting the starting dates for a group of wells in an example for an Internet based embodiment of the present invention.

Figure 17B is an exemplary screen shot of a Calendar page depicting the relevant dates for a bids used in an example for an Internet based embodiment of the present invention.

Figure 18 is an exemplary screen shot of a Request In-Box page for an Internet based embodiment of the present invention.

DETAILED DESCRIPTION OF THE INVENTION

Figure 1 provides an overview of a preferred embodiment of the process the present invention. As shown, the process of the present invention generally provides the functions of allowing a buyer to identify a project in terms of project Parameters (Block 102). These Parameters are then utilized, by a system implementing the process, to generate requests for the provision of goods/services needed to accomplish the project and match buyers with sellers of such goods/services (Block 104).

Preferably the requests are received by at least one seller who then provides a response specifying the terms and conditions under which the seller is willing to provide the requested goods/services or alternatives thereto. Depending upon the amount of variation between the request and proposal, and other factors, the process preferably continues with negotiations occurring between the buyer and at least one seller until the necessary terms are agreed upon and a matching of a buyer with a seller is accomplished.

Upon matching such buyers and sellers, the process provides the capability of entering into contracts between the buyers and sellers for the provisioning of the needed goods/services. Additionally, the process provides for continued monitoring of the progress of the project by utilizing work orders (Block 106). The work orders preferably provide an electronic task sheet which is utilized by sellers to identify tasks/goods to be provided and the status of such tasks/goods. Automated monitoring capabilities for the work orders are also provided (Block 108). Such monitoring features enable the process and users of the process to stay abreast of developments and the status of a project.

Upon completing a work order, the process provides for the person accomplishing or responsible for the work order to submit an updated work order which details activities performed, costs incurred, and other information (especially accounting and billing information). Such information may be utilized by automated billing systems and other back-end functions (Block 110). Additionally, the process provides the capabilities of using knowledge management systems to identify project trends, recommend solutions or changes to project Parameters, provide a basis for future project planning, and perform various other expert based functions (Block 112).

Figure 2 provides an overview of the processes utilized to identify a project in terms of Parameters, generate requests by buyers, and receive responses from sellers to such requests. As shown, the process preferably begins when a buyer specifies a Parameter for a project (Block 202). These project Parameters may be as simple or as complex as a particular project requires. Additionally, the project Parameters may include Parameters, which were previously specified for similar projects, that are imported into the new project's definition fields. The specifications provided for a given project are preferably defined in terms of Parameters. However, the process accommodates any specifications and any Parameters.

The process also accommodates various methods of defining project Parameters. In one embodiment, project Parameters are specified using a plurality of inputs to prompts provided by the process. In other embodiments, project Parameters are provided to the process by transferring files generated via other processes. For example, the process of designing a building may be as simple as importing a building design on a Computed Aided Design/Computer Aided Manufacturing (CAD/CAM) system, or as complex as entering every building specification into a system implementing the process.

In the preferred embodiment, the system suitably enables a buyer (whether the buyer is, for example, an engineer, an architect, a computer programmer, or even a non-technical person) to define a project in generic terms without having to specify the precise quantities, qualities, time constraints, and other variables commonly utilized when defining a project. That is, the present invention enables a buyer to specify, for example, an oil well drilling project in geological terms without having to specify a particular type of well casing or a type of drilling fluid to be utilized.

Once the project Parameters have been identified, they are preferably entered into a system implementing the present invention (Block 204). The system then preferaby determines whether the project meets the appropriate building codes, quality control standards, business rules, and any other requirements and/or specifications required by law, code, regulations, standards, preferred methods, etc. Such laws, codes, regulations, standards, and preferred methods, for example, are well known in the art, and are not discussed nor identified herein.

When a project clears the aforementioned checks, the process preferably converts the Parameters into requests for goods/services (Block 206). When converting the Parameters into requests, the process utilizes expert systems, including artificial intelligence modules, rule based processes, matching processes, classification processes, and various other processes or combinations of processes, as necessary, to generate requests for the provision of specific goods/services. As may be appreciated by one skilled in the art, the systems and processes necessary to convert a Parameters defining a project into at least one request may vary significantly based upon the project, the Parameters, and/or the goods/services needed. The present invention accommodates such variations by providing a process which may utilize other processes, as necessary, to perform such conversions. Additionally, it is to be appreciated that a project may generate hundreds of requests for goods/services. All such requests are preferably generated and supported by a system implementing the present invention. However, the process may also utilize Parameters provided by external systems (for example, via a network connection, floppy disk, CD, or similar device).

Additionally, each request preferably includes those terms and conditions commonly associated with a particular project or type of project. Such terms and conditions may be provided, for example, on templates, data entry charts, and other devices used to generate requests for goods/services. Buyer requests, for example, may be requests for proposals, requests for bids, requests for estimates, requests for feedback, or requests for current contract pricing. However, the process may also suitably accommodate various other types as requests, as desired.

Upon generating a request for goods/services, the request is preferably transmitted to the sellers (Block 208). The process then continues with a dialogue between the buyer and seller. In order to facilitate the dialogue and reach a common understanding on the scope and terms of the request, when necessary, the process preferably allows both the buyer and the seller to access documents provided via a centralized location and/or over a network connection. Such documents may include the project Parameters, suggestions from sellers about how to accomplish a given task, bids on goods/services, and similar information. By utilizing appropriate security systems, the process enables real-time interactive dialogues to occur between a buyer and a seller via any system, format, or protocol which facilitates the communications of such requests to sellers and responses to buyers.

Additionally, the process provides for notifying sellers that a request is available by utilizing any available forms of communication including, but not limited to, e-mail, postings on Internet sites, telephone messages, pager messages, facsimile, and mail. Additionally, the process enables the buyer to determine to whom and when requests are communicated. For example, a request may be designated for communication to specific sellers identified on the buyer's preferred seller listing.

Similarly, the requests may be communicated to any seller providing the requested goods/services. Such sellers may be identified in centralized data records, via searches of the Internet, or in other databases. In short, the present invention accommodates the communication of requests and/or responses to as few or as many sellers, buyers, or others, as desired, by the originator of the communication.

Upon receiving requests, sellers may respond in a variety of ways (Step 210). Responses by sellers may include, for example, offers to provide the requested goods/services, offers to provide substitute goods/services, and proposals of alternative solutions. In short, any type of response by sellers may be accommodated by the present invention. As is further understood by those skilled in the art, responses by sellers may be processed by any system including Internet based systems, telephone message systems, and e-mail systems. In the preferred embodiment, as mentioned previously, responses by sellers are provided real-time to buyers by utilizing a system which permits both buyers and sellers to access a database containing the project Parameters, requests, and seller responses. Therefore, any manner of communicating a response by a seller to a buyer is considered to be within the scope of the present invention.

Once a response is received from a seller, the process preferably provides the response to the buyer in real-time (Step 212). As in the case of communicating requests to sellers, the process may utilize any manner of communicating responses from sellers to buyers and/or notifying buyers and sellers that requests, responses, updates, or any other communications are available for their review. Additionally, as desired, the process may manipulate such responses such that they are in a form specified by a buyer, a seller, and/or a system implementing the process. Thus, the

process may convert a response into a legally binding offer, into an engineering specification, or any other format specified by the buyer or seller. The process may also be configured to display side-by-side a buyer's requests with at least one seller's response and preferably with multiple sellers' responses. In this manner, the buyer may review and compare responses simultaneously without having to access numerous databases and/or files.

Upon communicating the response to the buyer, the process preferably continues to facilitate negotiations between the buyer and at least one seller, when desired. When the buyer and seller have agreed upon the terms provided in a response or a counter-response (i.e., a rebuttal provided by the buyer to the seller), the process preferably establishes an on-line electronic contract between the buyer and seller for the provision of the bargained for goods/services. It is to be appreciated that the original request and the seller's response may undergo numerous iterations and modifications before a final agreement between the parties is reached. The present invention suitably accommodates such iterative processes by providing the necessary data archiving and storage functions.

Since delays, rescheduling, and substitutions of goods/services often occur when undertaking a complex project (for example, drilling an oil well), the process also provides for the adaptation of contractual terms, as necessary, by allowing both parties (the buyer and seller) to monitor the progress of the project at any time via a common database. These project monitoring features enable buyers and sellers to more precisely determine when specific goods/services will actually be needed without having to engage in repeated attempts to contact each other via telephone, fax, e-mail, or other mediums. As is appreciated in the art, for some projects, establishing

lines of communications between numerous parties is often impossible, impractical, and financially prohibitive. For example, when drilling for oil in Greenland it is often very difficult to establish reliable and continuous communication links with the rest of the world. Instead of being required to contact numerous sellers about construction delays or accelerations, the process of the present invention enables a buyer or a buyer's team member (for example, a rig foreman) to simply log onto a database containing the project's Parameters and provide an updated status to all interested parties (preferably via a network linked to the database). Such interested parties may include the seller providing the pumping rig, the accountants with the oil company, the drilling engineer monitoring the progress of the well from Texas, and others. Thus, the present invention facilitates continued project monitoring after a contract has been formed between a buyer and a seller for the provision of goods/services. Additionally, by maintaining on-line databases, the process facilitates the archiving of projects, requests, proposals, and other information. The archived information may then be utilized to further the processes by which project Parameters are converted into requests and buyers and sellers are matched. Figures 3A - 3C illustrate another embodiment of the process by which the present invention facilitates the generation of requests and responses, and the formation of contracts for goods/service between a buyer and at least one seller. As shown for this embodiment, the process preferably begins when a user logs onto a system implementing the process (Block 302). Upon logging onto a system implementing the process, the process verifies the user is either a project owner (i.e., a buyer), a member of a buyer's team, a seller, or a member of a seller's team by requesting an appropriate user identifier (Step 304). The process allows a buyer to designate members of a team working on the specific project while

also allowing sellers to designate their team members. Further, a buyer may limit access to information associated with a project to specific buyer's team members and sellers. Additionally, the buyer may deny certain buyer's team members permission to submit requests, reply to responses, or to perform various other tasks. Similarly, a seller may limit the authority, access, and capabilities of seller's team members. In this manner, the process allows buyers and sellers to set the desired levels of security required to access specific features and information provided by the process.

Additionally, as is commonly known in the art, verifications of user identities may be accomplished in a variety of manners including sign-ons and passwords, determinations of originating locations (i.e., from where the link is being established), bio-identifiers (i.e., fingerprints, retinal scans, and voice prints), and via various other techniques. The process may utilize any system for verifying a user's identity, but, in the preferred embodiment, such verifications are accomplished via a sign-on name and password. Thus, it is to be appreciated that like any publicly networked system, initial access to a server providing the system may be obtained by any person on the network. However, access to specific data files, features and functions of the present invention are limited to authorized users, as specified by the buyers and sellers.

Referring again to Figure 3A, when a new user or an unauthorized user logs onto a system implementing the process, a query is issued as to whether the user desires to become an authorized user (Block 306). If the user does not desire to become an authorized user, the process terminates and an error screen is preferably displayed (Block 308). In this manner, the process prevents unauthorized users from tying up the system or the network connections.

When a new user desires to become an authorized user, the process preferably continues with obtaining information from the user (Block 310). The information obtained may include, for example, a user profile which includes a name, address, phone numbers, bank accounts, billing information, and other information necessary to engage in electronic commerce. The information obtained also includes an identification of whether the user is to be a buyer, a buyer's team member, a seller, or a seller's team member. When the user desires to be a buyer or a seller, the process preferably includes a verification of the user's credentials. The verification step may be accomplished automatically (for example, by searching a directory of suppliers in a particular industry sector), or manually (for example, by having a customer support specialist verify via phone, fax, writing, or other sources a user's identity). In this manner, the process preferably limits misrepresentations of buyers and/or sellers.

Similarly, when the user desires to become an authorized buyer's team member (for example, a drilling engineer assigned to a buyer's team), or a seller's team member, appropriate verifications are made with database files established by the buyer or seller, as appropriate, for identifying team members. Additionally, the process also may issue telephone, fax, e-mail, or direct data inquiries to a buyer or seller seeking authorization to add the new user to their respective teams. Similarly, when a buyer or seller establishes a team, preferably the buyer or seller specifies the level and type of access each team member is to have. For example, a geologist on a buyer's team may have access to templates providing geological information, but is not allowed access to processes which submit requests, accept proposals, or other functions. In this manner, the present invention provides a system and process which enables a buyer/seller to limit and provide access to a centralized project database for

any team member, regardless of location, while also preventing access to the information and features of the process by an unauthorized user.

When an authorized user accesses a system implementing the present invention, the process also allows the user to edit their profile information, profile information for a team (for example, adding or deleting users from a project team), and perform various other administrative tasks (Block 314). Additionally, once the user has gained access, the process preferably continues to provide access to files as determined by the user's status (Blocks 316, 318, and 320). One manner in which access to files and features of the present invention is provided is preferably via a main project menu (Block 322). The main project menu preferably provides a user who happens to be a buyer with various options such as viewing a list of existing projects (Block 324), creating new projects (Block 326), and selecting an existing project (Block 328). Similar options are also provided for sellers, as further described herein. However, various other features may also be provided at this stage of the process, as desired, depending upon the user's authorizations and access. Such features, for example, may include reviewing new requests for proposals (when the user is a seller or a seller's team member), reviewing responses to requests (when the user is a buyer or buyer's team member) and reviewing updates to requests. In short, the process may be modified as desired to allow access to the various features and functions of the process at any time, as desired, and is not limited to a specific process flow.

When the view project list feature is selected (Block 324), the process preferably allows a buyer (or, a buyer's team member) to select various categories of projects including, but not limited to, pending projects, completed projects, deleted

projects, archived projects, and projects within specific date ranges, territories, or based upon any other Parameter. The process preferably provides for the storage of project information on permanent storage devices (for example, CD-ROMS, hard disk drives, network servers, and disk packs) accessible from any location capable of establishing a network connection (for example, via an Internet connection over a satellite phone). The process also facilitates the updating of projects and the copying of projects or project aspects (which may be useful, for example, in building tract houses, drilling multiple wells in a specific area, or repetitive activities). Thus, the process enables a user to access data quickly as needed, and to utilize such data in specifying new projects, revising requests, modifying requests, and various other tasks. Additionally, the process may be configured to automatically populate data applicable to multiple projects or aspects of a project. Such data may include, for example, billing information, contact information, legal descriptions, special terms and conditions, and any other information. In this manner, the process of generating requests may be as streamlined as desired.

When a buyer desires to create a new project, the process preferably queries the buyer as to whether any aspects of the project should be transferred or copied from a pre-existing file (Block 330). This could be either a pre-existing project file resident on a system implementing the process, or a file wholly separate from the system. For example, a building specification may be designed on specialized architectural software which is transferred as a data file to a system implementing the process and subsequently converted into the appropriate format (Block 332). Similarly, in an oil drilling application, geological data on a well design might be imported from a geology application software program and converted by the process into the

appropriate Parameters. Those skilled in the art appreciate that various software modules may be utilized in conjunction with the present invention to convert data files of a first type into a data file compatible with the process of the present invention.

Upon completing a transfer of a file into a format compatible with the process, or when a file transfer is not desired, the process preferably continues with the buyer or buyer's team member inputting and/or editing Parameters which describe the project (Block 334). Depending upon the complexity of the project, numerous Parameters may be needed to describe a project or, for example, in the case of a simple product purchase, only a few Parameters may be needed. The process preferably provides templates and other data entry fields (which may be selected, for example, via pull-down menus) to assist the buyer or buyer's team member in entering and/or specifying the appropriate Parameters. The templates preferably request a buyer to provide those terms and conditions (i.e., the Parameters) necessary to describe the project, while not requiring the buyer to actually specify a specific quantity or a need for a particular good or service. As such, the templates may assist a buyer in completely defining a project by providing data fields requesting specific information essential to defining the project. For example, an oil drilling project may include a template which provides data fields for entering a well hole depth, a location, and a date. The remainder of the terms (for example, the fact that a particular drilling rig may be needed because of the desired well depth or location) are preferably determined automatically by the process based upon the buyer's inputs.

Similarly, the process also allows a buyer to specify commodities (i.e., specific goods/services) without identifying a complete project or project specifications. For example, a drilling engineer may need only 10,000 feet of well casing. Instead of

specifying a project and well for such casing, the system allows the engineer to request the specific goods/services needed, where they are to be delivered, and when they are needed. The remaining Parameters needed for such a project (for example, arranging transportation for the casing to the well) are preferably determined by the process (either automatically or in conjunction with a buyer's inputs). In short, the process allows a buyer to define a project in general terms, with additional specifications provided either automatically or upon prompting on detail sheets and templates generated by the process. Those skilled in the art appreciate the fact that the level of detail often is inversely proportional to the level of expert and/or rule based processing available to convert the Parameters into specific requests for goods/services. As such, the present invention may be tailored to any desired level of expertise (for example, a master, apprentice, or novice level). Additionally, the process may be configured to recognize that a specific buyer may need additional prompts or assistance, as demonstrated by a buyer experience rating. Additionally, to facilitate the generation of requests, the process preferably gears each detail sheet to the needs of the

buyers in light of the available technology. In this manner, the process enables buyers to enter as little detail as possible, if so desired, while the system "fills in the blanks" and provides the remaining details necessary to prepare a request by accessing the appropriate program modules, expert systems, and other rule based processes. The process is also, preferably, routinely updated to take into consideration new products, techniques, and methods for accomplishing a given task. Such updates may be automatically generated by the present invention or suitably accessed from other systems via a network, such as the Internet, or other communications systems.

Once the Parameters for the project have been provided, the process preferably continues with verifying that the Parameters comply with the appropriate design rules (Block 336). The design rules are preferably provided as elements of a process provided for an industry specific application. For example, design rules specific to the construction industry may specify conditions such as the type of reinforcement utilized in a foundation supporting a given story building, or the grade of wiring needed to provide a dryer circuit. Additionally, generalized design rules, which are applicable to a wide variety of industries and/or projects, may also be utilized by the process. Such generalized design rules may include, for example, ensuring compliance with environmental rules and regulations, OSHA rules and regulations, and other information applicable to a project.

As may be appreciated, various types of design rules may be utilized to verify Parameters. These design rules include, but are not limited to: comparisons (for example, verifying the dimensions of a window frame are larger than the window itself); relative relationships (for example, window #1 is 90% larger than window #2); algorithmic (for example, whether a building lot size minus the footprint of the building is greater than zero); complex algorithmic relationships; external rules; membership based rules; case based rules; and expert system based rules (for example, the process evaluates the data, determines the likely purpose, and is able to verify correctness).

When the Parameters do not comply with the various design rules, the process suggests changes to the Parameters (Block 338). The changes suggested vary depending upon various factors including the project at issue, the Parameters already entered, and the design rules. The process provides the design change

recommendations to the buyer, which the buyer may add, delete and/or modify. The process preferably records the recommendations, additions, modifications, and deletions of each Parameter for subsequent use by knowledge systems when attempting to streamline the matching process.

After the buyer has provided a set of Parameters (which preferably have been verified by the system) the process continues with either saving the Parameters for future use or categorizing the Parameters into at least one request for a good or service (Block 340). As may be appreciated, for complex projects, such as drilling an oil well, the Parameters may be reviewed and modified by numerous geologists, engineers, rig operators, and others prior to the generation of actual requests for goods/services (Block 342). Additionally, a buyer may desire to develop the Parameters for a project and save such Parameters for future use after regulatory or other approvals have been acquired. As such, the process preferably provides a mechanism by which the user may save project Parameters without having to produce requests for goods/services. At this stage, the process preferably ends or is temporarily delayed until new Parameters are provided or a request is generated based upon the Parameters (Block 344).

When the buyer desires to have the Parameters converted into requests for goods/services, the process preferably continues with examining each Parameter (as provided in a template or data entry field) and identifying different classifications of goods/services needed to satisfy each Parameter (Block 346). The process preferably makes such identifications by utilizing pre-defined classifications of goods (for example, casing, wiring, and lumber) and services (for example, cementing, framing, and plumbing). When Parameters exist for which a classification does not exist, the

process preferably generates unique classifications reflective thereof. These unique classifications are preferably selected by the buyer for transmission to select sellers providing similar goods/services, but may also be provided to any seller, as desired by the buyer. Additionally, in an alternative embodiment, the process may also include searches of other projects for the buyer in order to determine whether economies of scale may be obtained by combining requests from numerous projects into one request (Block 348). For example, the purchase of 2 x 4 boards may be less expensive by the truckload than by the half truckload and by combining two housing project requests into one request, a truckload of lumber may be requested and savings realized. Similarly, a user may also authorize the process to combine requests based upon geographic or other considerations. Thus, the process may be configured to obtain any desired economies of scale in the procurement of goods/services by associating Parameters with classifications of goods/services.

After identifying classifications of goods/services and grouping such goods/services together, the process preferably determines whether a first grouping depends upon a second grouping for information (Block 350). For example, the system might determine that a drill bit grouping depends upon casing information in order to know which type and/or diameter of drill bit to request. The process also examines whether descriptions of goods/services exist for the groupings identified. For example, a drilling engineer might request specialized equipment for which goods/services classifications do not exist. In such instances, the process preferably creates an error report which may be utilized to identify new groupings and sellers of goods/services fulfilling each such grouping. Additionally, the process preferably converts groupings of goods/services into specific goods/services descriptions which

correlate to goods/services descriptions being offered by a seller in a geographic area. In this manner, both the buyer and seller are in concurrence as to which goods/services are fulfilled by specific descriptions.

In addition to converting Parameters into requests, the process may also be configured to attach conditions, documentation, terms, and other information into identifications of goods/services (Block 352). These conditions may include, for example, warranty provisions, payment terms, and delivery terms.

At this point, the process preferably searches at least one database containing a listing of sellers providing the goods/services identified in the groupings (Block 354). Such databases and files may include preferred seller lists, non-approved seller lists, and other information necessary for determining to which sellers a request for the identified goods/services should be made. Further, the process may also be configured such that buyers search only for pre-approved sellers of goods/services. In some industries, for example oil and gas, buyers often desire to enter into agreements only with proven sellers. Similarly, some sellers may desire not to be identified as providing goods/services to some buyers (for example, due to a past history of poor payment). The process also interrogates any additional databases and files, as necessary, to determine whether specific sellers should receive a request from a specific buyer.

In order to accomplish the searches for sellers, preferably each seller has pre-registered with a system implementing the process. When registering, each seller suitably identifies the classifications of goods/services they provide and any specific terms or conditions for such goods/services (for example, delivery and payment options). Sellers may adjust the goods/services they provide, or are designated as

providing, at any time. Additionally, the process may search databases (for example, the yellow pages), the Internet, and other resources, as desired, to identify sellers of specific classifications of goods/services, even if the seller is not registered with a system implementing the process.

Upon identifying those sellers which provide the needed goods/services, the process preferably continues with the buyer designating sellers to whom the requests are to be transmitted (Block 356). While the process preferably transmits requests only to the selected sellers, it is to be understood that buyers may select as many sellers as desired to receive requests (even sellers that do not provide the requested goods/services). The process also allows buyers to utilize a preferred sellers list (or similar pre-identification of those sellers with whom the buyer desires to conduct business). When a preferred sellers list exists, the process preferably limits communication of such requests to only the preferred sellers. The process also facilitates the anonymous requesting of goods/services by masking a buyer's identity or using other confidentiality and security features such as secure socket layers, encryption schemes, and dedicated networks.

Once the buyer has identified those sellers to whom the requests are to be communicated, the process preferably allows the identified sellers to access the request (Block 358). Additionally, the process provides a notification to each identified seller that a new request is outstanding. Such notifications are preferably made utilizing, when available, a notification scheme pre-designated by the seller. For example, some sellers may prefer to be notified via a pager, while other sellers may prefer an e-mail message. The process of the present invention accommodates these and other commonly known methods for notifying a seller.

Upon receiving and reviewing a request, sellers may either offer a response to the buyer, recommend alternatives to the request, make proposals, or ignore the request. Since the request is merely a solicitation for offers and is not an offer itself, the process does not create any binding obligations until a response containing a binding offer is received from a seller and is accepted by the buyer. Additionally, when the seller responds to the buyer's request, the process allows a seller to modify terms and conditions of the request, recommend changes, or provide other communications to the buyer, via the shared common database. However, the process may also be configured such that a seller's access to a database containing the request may be limited to only reviewing the request and then either accepting or not accepting the request. Regardless of the level of access provided to a seller for any request, the process preferably maintains copies of the original request, responses, and subsequent communications between the buyer and seller, thereby providing a record of the negotiations between a buyer and a seller. Further, the process preferably allows the buyer access to all the responses from the various sellers, while prohibiting access by a first seller to a second seller's response, and vice versa. In this manner, collusion, price fixing, and various other undesirable practices are discouraged, since each seller is not aware of to whom a given request has been submitted or the responses by the various sellers receiving a request. However, the process may also be suitably configured such that an open bidding process is provided wherein each identified seller may review the request, responses from other sellers, comments, and offers.

Upon receiving a response from a seller and before the process provides the seller's response to the buyer, the process preferably determines whether the seller has

recommended an alternative solution to the request or changed any of the material terms of the request. (Block 362) Further, the process screens responses and identifies to the buyer those terms in a response which vary from the terms of the request. The process may accomplish such identifications by highlighting the changed terms, providing a warning notice to the buyer when the buyer opens the response, or by any other notification means. However, the process may also be configured such that determinations of changed terms and identifications thereof are not provided, when so desired.

Additionally, the process preferably verifies whether the response complies with the design rules established for a given task (Block 364). For example, a response changing a particular gauge of wiring selected for a given task might be upgraded to a lower gauge or downgraded to higher gauge by a seller. If the changed gauge provides the necessary load carrying capacity for the given circuit, as in the case of a lower gauge, then the process preferably accepts the design change. However, if the changed gauge does not provide the necessary load carrying capacity, then the process preferably notifies the seller of the deficiency and allows the seller to change the response or to not change the response, while highlighting the discrepancies to the buyer (Block 366). Preferably, the process verifies the seller's response when it is submitted. However, the process may be configured to verify a seller's response at any time, for example, during the formulation of the response, or at a later time (for example, when a new regulation comes into effect which may impact the response). Therefore, the process preferably applies the same business rules and design verifications to each seller's response as it applies to each buyer's request. In this manner, both sellers and buyers are assured to a given level of certainty that a request,

and response is acceptable and in compliance with the appropriate business and other rules. However, the process may also be configured, as desired, such that the design rules and other preferred verifications of a seller's response are not conducted and/or provided.

Further, when a seller's response does contain terms or Parameters which have been identified by the process as not being in compliance with a given rule, the process preferably utilizes expert and knowledge based systems to suggest changes to the seller's response (Block 368). For example, an expert based system for electrical projects may recommend that a lower gauge of wiring or a modified circuit design is needed in order for the response to comply with a given set of electrical codes, for example, a set of codes accessible via a network connection such as the Internet. The seller may then accept the recommended changes, provide other changes, or deny all changes and submit the response (Block 370). At this point, the process again verifies whether the response complies with the design rules (Block 364) and the process continues with verifications and/or design changes until either the response complies, or the seller indicates that the response will not include any more changes and that it is to be presented to the buyer as specified. At this point, the response is available for the buyer to review and a notification that the response is available is preferably sent to the buyer (Block 372). As is to be appreciated by those skilled in the art, the process of verifying a response and multiple revisions to a response may be accomplished as many times as is necessary and desirable. For highly complex operations, such as building an airplane, in which numerous variables, factors, and design rules may come into play, the request/response review process may be quite extensive. The present invention preferably accelerates such design review processes.

For example, changing a seat configuration on an airplane may impact systems such as electrical, environmental, weight distributions, and numerous others. As such, the process preferably automates as many design rules as possible, thereby simplifying the conversion of design Parameters into requests for goods/services and the verification of responses thereto.

Upon a buyer being provided with a response, the process preferably continues with the buyer reviewing the response, accepting the response, deleting the response (with or without reviewing the response, for example, when the buyer has already accepted another seller's response), or entering into negotiations with the seller providing the response (Block 374). Depending upon the buyer's reaction to the response, the process may be continued at practically any step along the before mentioned process flow. More specifically, it is to be appreciated that in a scenario where no seller provides a response, the buyer may be forced to reconsider the project, change terms of the project, identify additional sellers, or perform various other actions. Similarly, in the case where a seller's response suggests changes to the request that the buyer may not have considered, the request may be suitably modified by the buyer and then resubmitted to all sellers, select sellers, or even only to the seller recommending the changes. As such, the actions accomplished by the buyer upon receiving a response may be varied and widespread and can not be accurately captured in a simple flow diagram. The present invention provides a process with sufficient flexibility such that a buyer or a seller may accomplish any process step at any time, when feasible.

Preferably, the buyer and at least one seller eventually agree upon a response which fulfills the buyer's needs. When this occurs, the buyer and seller preferably

elect to enter into an agreement, utilizing the terms supplied in the final negotiated response. The process facilitates those actions (commonly known in the art) necessary to enter into an agreement and provides the ancillary documentation, verifications, and other components needed in an agreement (Block 374). Additionally, for the preferred embodiment, the agreement is entered into electronically without the exchange of any paper based documentation or agreements between the buyer and seller. As such, the process preferably covers all aspects of designing a project, determining goods/services necessary to complete the project, and the entrance into at least one contract providing for such goods and services.

As is appreciated by those skilled in the art, the process described above may be implemented on any system, network architecture, configuration, device, machine, or apparatus, and is not to be construed as being limited to any specific configuration, network, or systems. The process may be suitably implemented on conventional computing devices, for example, computer workstations, on Internet based applications, on optical computing devices, neural computers, biological computers, molecular computing devices, and other devices. As may be appreciated by those skilled in the art, the present invention, in short, may be implemented on any system, automaton, and/or Turing machine. Similarly and more specifically, the Parameters specified by a buyer in a request (or a seller in a response) may include any Parameters necessary to adequately describe a buyer's needs and/or the goods/services which a seller can provide in response to such needs.

Also, the present invention is not limited to matching specific types of buyers with specific types of sellers. Any buyer may utilize the present invention, as desired, to acquire goods/services from any seller. For example, drilling engineers may utilize

the process to obtain casing used in a well from both steel pipe and concrete pipe sellers. Similarly, a financier of an oil drilling project may acquire investors for the oil drilling project by providing project specifications to potential investors (sellers) who then offer to provide financial resources (services) to complete the project. As such, the present invention may be modified, as necessary, to match buyers and sellers for any goods and/or services regardless of industry, complexity, local, or any other consideration.

The present invention also provides a process which allows sellers to pre-identify themselves as providers of goods/services based upon categories and/or classifications of goods/services instead of identifying themselves based upon specific goods/services. Such identifications may include, for example, industry product codes. Similarly, the present invention may also be configured to facilitate the automated matching of buyers and sellers by searching the Internet and similar networks for sellers of goods/services when a general request is submitted by a buyer. Such features suitably expand the universe of potential sellers for a given request beyond those sellers pre-identified to the process - a feature which may be extremely valuable when rare goods/services are needed.

As shown in **Figure 4**, the process of the present invention may be implemented by a system 400 for matching buyers 402 and sellers 404 of goods and/or services via a network 401. The network 401 may be any means of communicating a buyer's needs for goods and/or services (as reflected by Parameters associated with such goods/services) to sellers. The network 401 similarly facilitates the needs of sellers 404 to provide goods/services to buyers 402. A processing system 406 controls the interchange of information between buyers 402 and sellers 404

through the network 400, thereby ensuring an organized and controlled market is established and maintained for both buyers and sellers. The processing system 406 also preferably converts a buyer's needs into requests provided to sellers and facilitates all of the interactions between the buyers and sellers, and other processes identified herein. However, those skilled in the art appreciate that the features and functions of the buyer's system, the seller's system, and the processing system may be suitably combined or separated into any number of components and systems, as desired, without departing from the scope of the present invention. For example, the features and functions of the processing system, in an alternative embodiment, may be provided in part by the buyer's system while the remainder of the functions and features are provided by the seller's system. The present invention is not limited to any specific configuration, system, networks, or devices.

Additionally, the process of the present invention accommodates any type of network, system, method, or means of converting and communicating a buyer's needs for goods/services to at least one seller. The process of the present invention may be accomplished by any system which allows a buyer to specify Parameters which are then converted into requests for goods/services and communicated to sellers of such goods/services. Examples of such systems include, but are not limited to, telephony based networks (wherein Parameters are specified using telecommunication devices connected to the processing system 406), computer based networks (such as the Internet), optical networks, neural computing networks, and biological computing networks. It is to be appreciated, by those skilled in the relevant arts, that the process of the present invention may be accomplished in a multitude of configurations, systems, architectures, networks, and devices.

In an illustrative embodiment of the present invention (described in greater detail below), the process is accomplished via an Internet based system. The Internet provides the interfaces, the communications mediums, the software, databases, and expert systems, via at least one server, which are used by a buyer to communicate Parameters for a project, convert the Parameters into requests, and communicate the requests to a seller. A seller, upon receiving notification that a request is outstanding, utilizes a compatible device (for example, via a wireless device not connected to the Internet) to review requests, recommend alternatives, and submit bids - all via an Internet connection. Responses from sellers may then be verified by the Internet and/or transmitted to the buyer. Thus, in a preferred embodiment, a computerized network facilitates a buyer's specification of a project's Parameters, converts the project Parameters into requests for goods/services, and presents such request(s) to sellers providing the needed goods/services.

Further, as is commonly appreciated, the Internet based system may utilize various forms of communication including, for example, file transfers, e-mail, facsimile, audio communications, and video communications. Various other forms of communication, all of which are well known in the art, may also be utilized. As such, any and all forms of utilizing the Internet are considered to be within the scope of the present invention. Further, buyers and sellers may be connected to the Internet via various devices and systems including computer workstations, laptops, personal data assistants, pagers, wireless telecommunications devices, and other devices. The connection of such devices to the Internet is well known in the art.

The process of the present invention may also be implemented via a distributed Internet architecture in which a plurality of servers, each of which is

accessible via the Internet, provide the processes described herein. Also, as is appreciated by those skilled in the art, other embodiments of the present invention may also be accomplished by various configurations of computerized and electronic systems and resources. Distributed network architectures, centralized architectures, Internet based systems, dial-up systems, wide area networks, and local area networks may all be used by the present invention, as needed, to facilitate communications.

In an alternative embodiment, the present invention facilitates the matching of sellers with buyers based upon Parameters specified by a seller. As can be readily appreciated, a process which matches buyers with sellers may be suitably modified to match sellers with buyers. Thus, for example, a seller desiring to reduce an inventory of raw materials used in making various grades of steel could submit a request seeking buyers of steel products. Such buyers could include those in various industries such as the automotive industry, aircraft industry, and even oil and gas industry. The process may be adapted to allow a seller to reach markets with which the seller is not generally associated. Therefore, the present invention provides a process for matching buyers with sellers, and sellers with buyers of goods and/or services based upon the specification of Parameters.

Additionally, the present invention facilitates targeted marketing of sellers' goods/services by utilizing Profile links. As shown in Figure 5, the process by which the present invention provides the targeted marketing preferably begins when a buyer selects a template or data entry field on an system implementing the buyer and seller matching process of the present invention. However, while the Profile links are preferably utilized in conjunction with the above described process of matching buyer and sellers, it is to be appreciated that the Profile links may be utilized in conjunction

with any system, process, or application which identifies a user based upon their current on-line activities. Additionally, for the purpose of the present discussion, the Profile links process is preferably implemented whenever a buyer accesses a screen on an Internet or Internet emulating process (i.e., a process which enables a user to jump from one data page to another upon selecting a link thereto).

As shown in Figure 5, when the Profile links are provided in conjunction with the above described matching process, the Profile link process is preferably implemented whenever a user selects a template, data entry field, or function which has an associated Profile link (Block 502). At this point, the Profile link process suitably determines a profile for the buyer (Block 504). In the preferred embodiment, in which an Internet based web site and/or application is the medium by which a vendor advertises their goods/services to a user, the buyer profile information is obtained before the buyer accesses a page or template providing a Profile link. Preferably, the profile information is obtained when the buyer "signs-up" for the matching process of the present invention or another system implementing the Profile link process.

More specifically, when the buyer signs-up, the process queries the buyer about various topics and subjects. These queries may cover any topic which an operator of the process or a seller considers to be important. For example, when a general contractor signs up for the process, a query may be issued asking in which geographic areas the contractor generally constructs buildings. Based upon this information, a profile may then be established which indicates to suppliers of areas outside the buyers's general geographic area, that the buyer may not be a good target for their goods/services. However, the present invention is not limited to pre-set

profiles or pre-set queries for determining a profile. The buyer's profile may be established by responses to inquiries, previous entries, buying habits, Internet access habits, specific needs, or other indicators. The buyer profile may also be established by the simple fact that the buyer has accessed a specific Internet site, web page, or application. Additionally, the process may be modified, as necessary, to accommodate the various goods/services, characteristics, needs, and preferences of buyers, sellers, and operators of any system implementing a Profile link.

Further, profiles may be created on a separate computer processor or on the buyer's or seller's computer workstation. As such, the profiles may be centrally generated and/or remotely generated. Profiles may also be packetized and distributed across the Internet, as desired. Those skilled in the art appreciate the various methods, systems, and configurations by which profiles of users and/or vendors may be created, stored, shared and manipulated via the Internet. Therefore, the present invention is not to be limited to any method or system for determining, providing, or using a profile. Any method which provides sufficient information to establish such profiles (to whatever degree of precision) may be utilized by the present invention.

Upon determining a user's profile (i.e., a buyer's profile or a seller's profile), the process preferably screens any previously entered or established profiles and determines which profiles "best fit" a buyer based upon a buyer's current activities, the Internet site selected, and/or the application being utilized by the buyer (Block 506). The "best fit" screening process may consider factors such as location, previous requests for goods/services, and past history with specific sellers (i.e., does the buyer have a history of using the seller's goods/services). The "best fit" screening process

may also consider whether the buyer has specifically identified a seller as a preferred vendor. However, the process is not limited to any specific screening tests, or conditions and may utilize any factor to identify those sellers whose goods/services "best fit" a buyer's current needs.

Once sellers have been screened and those with the "best fit" identified, the process

suitably displays such information on the appropriate screens or templates. The profile link information may be displayed in any portion of a screen display, for example, in the location of a screen wherein a banner advertisement is often displayed. Similarly, the profile link information may be displayed in any manner, at any location on an Internet screen display. Those skilled in the art realize the various locations, configurations, and mechanisms by which a profile link may be presented to a buyer. As such, the present invention is not to be construed as being limited to merely replacing banner advertisements with Profile links and may include any manner of providing such Profile links to a buyer.

Figure 6 provides one embodiment of a system implementing the profile links feature. As shown, in this embodiment a Profile link processor 602 is in communication with at least one database 604 and the Internet 606. The Profile link processor 602 may comprise any processor capable of handling the profiling and data manipulation features necessary to target sellers' goods/services to a buyer. As such, computer workstations, mainframe computers, servers, and other networked systems may be utilized as the Profile link processor. In the preferred embodiment, the Profile link processor utilizes a distributed architecture, thereby allowing multiple processing

systems to provide the Profile links and various other marketing features of the present invention to a wide variety of buyers and sellers.

The system also includes a seller's system 608. The seller's system includes those devices necessary to connect a seller's computer workstation or other system to the Internet 606. Additionally, the seller's system 608 may be configured to communicate directly with the Profile link processing system 602, while bypassing the Internet via other communications links 620, as desired. The seller's system may be implemented on any Internet compatible device including pagers, telephone systems, lap-top computers, personal data assistants, and similar devices. Further, numerous profiles may be established for each buyer and seller. Such profiles may be task specific (i.e., they are utilized only when a user is accessing a particular template or data entry field) while other profiles may be generic to all buyers and sellers. For example, different profiles for a seller of trucking equipment may be established based upon locations of dealerships, option packages, price, delivery terms, and other terms. The process suitably receives, processes, stores, and manages such data to establish unique profiles as necessary.

The seller's system 608 also communicates via the Internet 606 or via other communications links 614 with an Internet Service Provider (ISP) 612 hosting an Internet application or web page, for example, the matching process of the present invention. As is appreciated by those skilled in the art, the ISP 612 may be any Internet site, application, or web page and is not to be construed as being limited to the matching process of the present invention or any other process. A seller may access the ISP 612 to provide profile information, respond to queries, or, for example, monitor web pages.

Similarly, a buyer's system 610 is also suitably connected via a link 622 to the Internet 606, and/or via a second communications link 616 to the ISP 612. As provided for the seller's system, the buyer's system 610 may be any device which provides Internet connectivity and the functions and features specified herein. Such devices include personal computers, personal computing devices, wireless telephones, interactive televisions, Internet equipped radio's, pagers, personal data assistants, and other devices.

The present invention facilitates targeted marketing based upon buyer and seller profiles, preferably obtained via an Internet or other network based system. As buyers and/or sellers respond to requests and responses, enter data, navigate the web, and perform other functions, the Profile link processor compiles such information and establishes profiles based thereon. The Profile link processor may provide numerous profiles for each buyer and seller, as desired. Thus, the present invention additionally provides a method and system for providing targeted marketing to buyers based upon profiles of buyers and/or sellers. While the Profile link feature of the present invention has been depicted with reference to the process shown in Figure 5 and the embodiment shown in Figures 6, it is to be appreciated that the Profile link feature is not limited to any hardware configuration, software applications, or processes. The Profile link feature may be implemented on any system and may utilize any scheme, method, or system for utilizing buyer and/or seller profiles to target marketing to such buyers and/or sellers.

Referring now to Figures 7 -18, one Internet Based Embodiment (IBE) of a system implementing the process of the present invention is provided. As shown in Figure 7 and the figures thereafter, the IBE utilizes screen shots from an Internet based

application provided by Wellogix™ and its predecessor WellBid™. Those skilled in the art appreciate, however, that embodiments of the present invention and the Wellogix/WellBid embodiments may vary substantially or insubstantially in the features and functions provided by such systems without departing from, modifying, adding, or deleting to the scope of the present invention as described herein and expressed in the claims.

As shown in Figure 7, the IBE facilitates the entry of project specifications and buyer profile information in order to match buyers with sellers of goods/services in the oil and gas industry. More specifically, the IBE is initially accessed by inputting the appropriate uniform resource locator on a web browser connected to the Internet. As shown, upon accessing a server hosting the IBE, a main menu page 700 is displayed. This page 700 provides access by both a buyer and a seller, via an Internet connection, to the features and functions of the present. However, as discussed above, it is to be appreciated that this embodiment, and various other embodiments of the present invention, may be accessible via any network and system including, but not limited to, the Internet, intranet, private network, local area networks, wide area networks, distributed networks, and public networks. As shown, the main menu page provides links (via tabs, buttons, and hyperlinks) to various other screens (which are provided on various web pages). Further, the IBE preferably provides the before mentioned security and control features by utilizing a login name 702 and password 704 to control access. Additionally, various links to industry related information, and other information is provided, including an "Apply Today" link 706 by which a new user may apply to utilize the IBE.

Upon a user selecting the Apply Today link 706, the IBE requests profile information from the person logging on. The information requested includes a name, address, login name, password, title, email address, region and basin (in which the user primarily operates - as is commonly used in the oil and gas industry), corporate affiliations (for example, if the user is an employee of XYZ gas company), and various other information. This information is then verified for its accuracy by a customer service employee and, upon verification, a user login name and password is created. Figure 8 displays a representation of the user profile page 800, which contains user profile information that be suitably selected by "clicking" upon the appropriate drop down menu item 802 and entering data in the appropriate data fields 804. The use of drop down menus, buttons, hyper links, and data entry fields for obtaining profile and other information is well known in the art, and is not discussed further in reference to the IBE. As may be appreciated by those skilled in the art, various Internet links and pages may be accessed in any of a multitude of combinations and sequences. As such, the present description, for purposes of illustration only, is provided for one possible sequence of screen displays and data entry. It is to be appreciated that various other methods of entering and accessing information via the present invention and the IBE may be utilized without departing from the spirit or scope of the present invention.

When a registered user (who is a buyer or a buyer team member, hereafter collectively referred to as a "Buyer") logs onto the IBE, a page is displayed similar to that shown in Figure 9. As shown, the Bid Request Summary page 900 provides, to the Buyer, the status of current requests (i.e., submitted, unsubmitted, and closed requests) while also identifying those requests for which corresponding responses (or

replies) have been received. Further, by suitably selecting any of the underlined terms (hyperlinks), the Buyer is preferably transferred to a web page containing the identified information.

Further, this page 900 also contains links which display an "All Projects List" 902, a "Bid Request Summary" 904, Profile information selectable by a drop down menu 906, Projects information selectable by a drop down menu 908, a "Find a Consultant" link 910 which connects the Buyer with a web page providing a listing (and hyperlinks to home pages) of consultants in a given field or region, and various other links.

More specifically, when the Buyer selects the "unsubmitted" link 912, the IBE preferably displays the New Bid Request and Details Summary page 1000, as shown in Figure 10A, which contains a listing of unsubmitted requests for goods/services and relevant summary information. By appropriately selecting the corresponding links, the Buyer may review the status of any of these projects, the well (as listed by name), the hole section, and the requested type of goods/services needed. For example, by selecting the "South Pass 68" link 1002 the system preferably presents to the Buyer project details for the South Pass 68 project via the page 1004 shown in Figure 10B. As shown for this embodiment, the project details include a project name, project description, project location information, and other information relevant to an oil and gas project. Additionally, this page contains various "buttons" which allow the Buyer to "Edit/Update Project Detail" 1006, "Add Well to Project" 1008, "View Project Users" 1010, and "View Wells for Project" 1012. As stated previously, the present invention provides a Buyer with access to any information at any time desired. As represented by the previously

identified buttons (1006-1012), the IBE incorporates a flexible database management system which permits access to information at various times from various web pages.

For example, when the Buyer selects the "View Project Users" button 1010, the IBE suitably displays the Project Users page 1014, which displays those Buyers on a specific buyer's team (the buyer is identified as the "owner" in the IBE) in a table 1016. Additionally, the system enables the buyer/owner to add or delete team members by selecting a specific person from a drop down menu 1018 and designating a role for the person via the menu 1020. The IBE allows as many team members as are desired to be added to a project by the buyer/owner. Additionally, the IBE preferably identifies possible team members when they enroll with the system. For example, all the Company QRS employees signed onto the IBE would be associated with a single pool of potential team members for a buyer/owner who also works for Company QRS, whereas Company JKL employees might not be so associated. Once the team members have been selected, the system preferably returns to the preceding page from which it progressed.

Referring again to Figure 10A, the New Bid Request page 1000 also allows those Buyers with the requisite authority to view details for each request. For example, when the Rig Specification-Drill Ship request 1022 is selected, the Request Manager page 1024 is displayed (as shown in Figure 10D). The system allows the Buyer to review and edit cover info (providing status information, naming the bid request, identifying which suppliers are to receive the request, a due date for responses to the request, comments, and identifying attachments 1026, all of which may be edited. Additionally, the page 1024 provides a listing of details for the request.

When a Detail (for example detail "17") 1028 is selected, the IBE preferably displays the details for the request, as shown in Figure 10E on the "CH Logging ..." details page 1030. In the IBE, each detail page also includes a Profile link 1032 which contains an identification of sellers for goods/services associated with a specific request (in this case CH logging). Additionally, the Profile link 1032 enables the Buyer to select specific sellers as preferred sellers, identify a sales person or point of contact, and, when available, includes a hyperlink (as underlined) to web pages providing information about a specific seller's goods/services. As mentioned previously, the present invention preferably targets marketing (in this case identifying sellers of goods/services associated with a specific oil field task) to a buyer based upon the buyer's profile information. For example, if the Buyer had previously identified a specific vendor as a non-preferred vendor, then the profile link would not display such a vendor to the Buyer. Similarly, if the Buyer identified a seller as a preferred vendor, then marketing information associated with the seller may be provided via the Profile link to the Buyer. Further, when the Buyer desires requests from any seller, marketing materials may be provided for all sellers, except preferably those previously identified by the Buyer as excluded, via the Profile link.

Further, each details page 1030 also includes data entry fields in which data may be entered and prompts answered (for example, a prompt 1034 whether production logging is needed). Additionally, as shown, the details page 1030 has been abbreviated from its actual length for purposes of simplifying this description. It is to be appreciated, however, that web pages of any size, length and complexity may be utilized in conjunction with the present invention and/or the IBE. Further, the IBE allows a Buyer to save the details as a final version or a draft, delete the details page,

and reset the details to propagated values and/or baseline values/settings, when desired via buttons 1036.

Referring again to Figure 10D, the IBE generates a bid package which identifies information about a request in addition to the specific goods/services needed. Figure 10F provides an example of a portion of a Package page 1040. As shown, the IBE preferably packages a request into a document (electronic) which identifies, for example, the request, the project, and the well's names or names if more than one well is included in the package. The IBE allows numerous requests and/or details for specific tasks to be incorporated into a single package, when desired, thereby encouraging economies of scale and other savings. More specifically, the system allows a Buyer to obtain a bid from a supplier for any number of jobs (for example cementing jobs) on any number of wells instead of bidding out each well/job independently. In addition to the various information entered or automatically propagated into the various data entry fields (the IBE preferably propagates information from previous data entry fields whenever possible; thereby streamlining the request process), the IBE also allows a Buyer to attach files and establish categories 1042 to which information related to a current request are attached. For example, the request for CH logging is related to casing information and tubing information. Referring again to Figure 10D, the IBE also enables a Buyer to submit an unsubmitted bid to preferred sellers via button 1044, select sellers and then submit 1046, and close bidding 1048.

Referring again to Figure 9, when Buyer selects the submitted bid requests link 914, the IBE preferably displays a list similar to that shown in Figure 10A, except the requests have been submitted. As for the unsubmitted requests, the Buyer may access

the requests and modify them as needed. However, when a submitted request is modified, it is preferably issued as an updated request or a new request, which reflects the changes to the old request. In this manner, both the Buyer and the seller can track how a request has been modified from previous revisions, when desired.

Upon submitting a request, the IBE leaves the request pending until the Buyer closes bidding, accepts a response from a seller to the request, or the request expires (as indicated by an expiration date). Whenever any of these events occur, the request enters the closed status. Upon selecting the closed bid requests link 916, the IBE preferably displays the Closed Bid page 1100, as shown in Figure 11. As provided before, the Closed Bid page 1100 displays a table listing the bid requests by date, project name, well name, hole section name, and request/detail type.

Referring again to Figure 9, when a Buyer selects the replies link 918, the IBE preferably displays the Replies to Bids Requests page 1200, as shown in Figure 12A, which identifies all the requests for which a reply/response by a seller has been provided. As provided before (with respect to the other bid types), this page 1200 provides a table which lists the bid requests by date, project name, well name, hole section name, and request/detail type. Additionally, page 1200 contains columns identifying the vendor/seller 1202 (hereafter, the vendor and/or seller and/or seller's team member are collectively referred to as the "Seller", i.e., the person providing a response to a bid request), whether the Seller is interested in the request 1204 (yes or no), whether the Seller provided any feedback to the request 1206, and the response date 1208. Upon selecting a link provided in the vendor column 1202, the IBE suitably displays the Vendor Info page 1210, which obtains information on the

selected Seller from a database and presents the information such that the Buyer may obtain contact information for the Seller.

Figure 12C provides a depiction of a Vendor Feedback page 1212 which is displayed upon selecting a "Yes" link in the feedback column 1206 of Figure 12A. As shown in Figure 12C, the Vendor Feedback page 1212 provides a Comments field 1214 in which comments by a Seller have been entered regarding the bid request. These comments are preferably viewed by the Buyer prior to accepting a response to a request.

Referring once again to Figure 9 and as mentioned previously, when a buyer accesses the IBE for a new session, the Bid Request Summary page 900 is preferably displayed. In addition to allowing review of bid requests and replies, this page 900 also enables a Buyer to access project details. More specifically, the project drop down menu 906 preferably enables a Buyer to select an existing project (which in the oil and gas embodiment preferably contains at least one well with at least one hole section), view all projects, or create a new project. When all projects are selected for viewing, the IBE displays the All Projects page 1300, as shown in Figure 13. This page 1300 provides a table identifying projects by name, region, country, status and the Buyer's role. It also contains a "Create onshore project" button 1302 and a "Create offshore project" button 1304, which provides the same functionality as the corresponding selections provided in the project drop-down menu 906. Specifically, these buttons 1302 and 1304 enable a Buyer to create a new on-shore or off-shore project.

Assume for purposes of illustration, an on-shore project is desired to be created. Upon selecting the button 1302, or the corresponding entry in the projects

drop-down menu, the IBE displays the On-Shore Project Details page 1400 shown in Figure 14A. This page 1400 provides data entry fields for a project name (here, "John's Project"), a description, country, region and basin, estimated start date, units of measure, and number of rigs. Upon entering and saving, this information is utilized by the IBE to populate any subsequent page which needs the project details.

Further, upon saving the project details, the IBE redisplays the Project Details page 1400 while additionally including buttons to: Edit/Update Project Profile 1404; Add Well to Project 1406; View Project Users 1408; and View Wells for Project 1410, as shown in Figure 14B. Since in the oil and gas embodiment, a project is basically a collection of wells, the Buyer generally will want to add a well to the project. Upon selecting the corresponding button 1406, the system preferably displays the Well Definition page 1412, as shown in Figure 14C. The Well Definition page 1412, preferably contains fields in which a Buyer may enter information about a well including: well name, well description, well API number, well type, region/basin; and the location of the surface hole for the well using various measurement systems. Alternatively, instead of entering all of the information needed to define a well, the system also permits the Buyer to copy information provided for a different well into the new well definition by selecting and copying a predefined well via the well drop down menu 1413. In those situations where the Buyer desires to drill many wells using the same or similar techniques, the ability to copy well definitions can save significant time. Additionally, as before, the well information is preferably entered only once into the IBE as it is automatically and appropriately populated to future pages, as necessary.

Upon saving the information entered on the Well Definition page 1412, the IBE suitably displays a summary of the information previously entered on the Well Definition page 1412 as a Well Summary page 1414, as shown in Figure 14D. Additionally, the system provides a drop down menu for Hole sections 1416, by which a Buyer may describe a hole section for the selected well. As shown in Figure 14E, the Hole Section Details page 1418 provides fields in which information needed to define a well may be entered and saved. As is well known in the art, the process of defining a well may involve numerous hole sections. The IBE allows a Buyer (for example, a drilling engineer) to define and save each hole section. Referring once again to Figure 14D, the IBE also allows a Buyer to view the history of a well's performance by selecting the Well Description/History button 1420, which results in displaying the Well Summary page 1422 shown in Figure 14F. The history of a well is preferably captured in the IBE when drilling engineers, rig foreman, and other members of a drilling team provide update reports. As is common in the oil and gas industry, such update reports are preferably provided daily, however, any other time interval may be utilized including, for example, real-time updates, weekly updates, monthly updates, yearly updates, and updates upon completion of a project.

After the well and its various hole sections have been described, the IBE preferably allows a Buyer to also view all the wells for a project, select specific wells and display a geological prognosis for the well (preferably entered by a drilling engineer), for example, as shown in Figure 14G. The Geological Prognosis page 1424 provides information on the well's layout including locations of the top hole, any horizontal sections, and the bottom hole. As such, this information, when combined

with the other information for the well and the hole sections, provides the needed information to describe the project.

At this point, the Buyer is ready to generate requests for goods/services needed for the project. The IBE preferably provides a Buyer with numerous options for generating requests. Various aspects of the oil drilling industry are captured in the various request templates provided by the system including for example: CH drilling, mudding operations, casing, drilling fluids, and so forth. Upon generating a request (using templates similar to those previously discussed above), the Buyer directs the IBE to communicate the request to the designated sellers (or all sellers). At this point, the Buyer's actions needed to generate a request for goods/services have been completed. The Buyer then awaits a response, if any, from a Seller.

Figures 15A-D provides an example of a request which has been communicated to a seller (after being notified of its existence by the IBE). As shown the Primary Cementing page 1500 provides a request for primary cementing that includes information on all aspects of the well which are relevant to a primary cementing job. Upon receiving the request, the seller is provided with the options of: indicating that they are interested in the project, via the Interested button 1502 (Figure 15D); indicating that they are not interested in the project, via the Not Interested button 1504; submitting feedback related to the project, via the feedback field 1508 and associated buttons (as seen earlier, the feedback may include requests for additional information, recommendations on alternative approaches, or any other information); and submitting a bid/response via the Submit Bid/Proposal button 1508. The interested, not interested, and feedback options provide a reply to the buyer which may then be suitably displayed and examined (as discussed earlier).

When the Seller selects the bid/proposal button 1508, however, the IBE proceeds to provide the Seller with a Bid Pricing page 1510, as shown in Figures 15E and 15F (Figure 15F displaying a populated version of Figure 15E). As shown, the Bid Pricing Page 1510 for cementing provides fields in which a Seller specifies a currency and various proposed costs for mobilization, set-up, third party costs, services, a total cost, an expiration date for the offer, terms, and other information. Upon entering this basic information, the IBE provides the seller with the option of attaching documents 1512, and/or viewing detailed bid/pricing templates 1514, as shown in the Primary Cementing - Commercial Response page 1516 shown in Figures 15G and 15H (Figure 15H being a continuation of the screen display shown in Figure 15G). Upon entering the appropriate costs into the detailed pricing page 1516, the Seller may then save the pricing and send the response to the Buyer.

Upon receiving the response and accessing it via the Request Manager page 1600, as shown in Figure 16A, the Buyer may then view the seller's bid/proposal as shown in Figure 16B. If the seller's response is acceptable to the Buyer, the Buyer may accept the proposal by selecting the Award button 1602. Upon selection of the Award button 1602, the IBE finalizes a contract for the agreed upon goods/services between the buyer and the seller.

Additionally, the IBE allows the Buyer to display calendars depicting the dates when specific requests were submitted, when a request expires and other time sensitive information. Figure 17A provides an example output of the calendaring function for wells by start date. Similarly, Figure 17B provides an example of the calendaring function as applied to bid requests by due date. Those skilled in the art

appreciate that the IBE and the present invention may be configured, as desired, to calendar any event, due dates, or other information.

Lastly, the IBE provides Sellers with many of the functionalities provided to Buyers. For example, Sellers have the option of designating themselves as providers of specific goods/services. Additionally, Sellers can conduct searches for requests available for them to review - those requests designated by Buyers for only a list of preferred sellers are preferably not searchable by sellers not designated by the Buyer. Additionally, as Buyers change Parameters for a project, the sellers are suitably notified of such changes so that they may resubmit and/or revise bids as necessary. Finally, as shown in Figure 18, via the Request In-Box page 1800, sellers are suitably notified by the IBE of outstanding requests, requests to which they have expressed an interest, and other information associated therewith. As such, the IBE specifically provides a fully interactive system for managing and entering into contracts for the oil and gas industry and generally provides a process and system for matching buyers and sellers for the provision of goods/services based upon Parameters.

While the systems and processes of the present invention have been described as encompassing numerous features, capabilities, architectures, and configurations, and depicted in detail for an Internet based embodiment, it is to be appreciated that the process of the present invention encompasses any and all combinations of these and comparable embodiments and is not to be construed as being limited to any preferred embodiment, or the IBE specified in detail herein. Additionally, modifications may be made to the process flow, techniques, equipment used, or any other element, factor, or step without departing from the scope of the present invention.

CLAIMS

1. A process for generating a request for one or more goods/services to be provided by a seller to a buyer for a project, wherein the project is defined in terms of at least one of or more parameters, comprising:

defining a project in terms of at least one or more parameters; and

converting the at least one or more parameters into at least one request for goods/services needed to complete the project;

wherein the request is utilized by a buyer to communicate the parameters for the project to at least one seller providing the goods/services needed for the project.

2. The process of claim 1, wherein the project further comprises at least one project of a type selected from the group consisting of: oil exploration, construction, manufacturing complex objects, and providing specialized services.

3. The process of claim 1, wherein each parameter comprises at least one parameter selected from the group consisting of: physical, functional, temporal, financial, transactional, and geographical parameters.

4. The process of claim 1, wherein the process further comprises communicating the request to at least one seller providing the goods/services needed for the project.

5. The process of claim 4, wherein the request is communicated to the seller via a network.

6. The process of claim 5, wherein the network further comprises at least one network selected from the group consisting of: the Internet, intranet, private network, public network, local area network, wide area network, and a distributed network.

7. The process of claim 6, wherein the network is carried over one or more communication systems selected from the group consisting of: telephony, wireless telephony, satellite, and cable.

8. The process of claim 4, wherein the step of communicating the request to at least one seller providing the goods/services further comprises:

obtaining a listing of sellers providing goods/services capable of fulfilling the request; and

selecting, from the listing of sellers, at least one seller to receive the request.

9. The process of claim 8, wherein the listing of sellers further comprises a listing of sellers the buyer prefers.

10. The process of claim 8, wherein the step of selecting at least one seller to receive the request further comprises:

providing the buyer with a profile link, the profile link identifying at least one seller providing goods/services related to at least one parameter specified by the buyer for the project; and

selecting at least one seller identified by the profile link.

11. The process of claim 10, wherein each parameter is specified on a template and the profile link is provided in conjunction with the template, wherein the profile link identifies sellers of goods/services directly related to at least one parameter on the template.

12. The process of claim 4, wherein the step of communicating the request further comprises notifying each recipient of the request that the request is available for their review.

13. The process of claim 12, wherein the step of notifying each recipient is accomplished via at least one communication medium selected from the group consisting of: electronic mail, facsimile, page, telephone notification, and a networked notification message.

14. The process of claim 4, whereupon receipt of the request by the seller the process further comprises:

reviewing the request by at least one seller receiving the request; and

indicating whether the seller is interested in the request.

15. The process of claim 14, wherein the process further comprises communicating any remarks related to request from the seller to the buyer when the seller is interested in the request.

16. The process of claim 15, wherein the remarks are provided immediately to the buyer via a database accessible to both the buyer and the seller.

17. The process of claim 4, whereupon receipt of the request by the seller the process further comprises communicating a response from the seller to the buyer.

18. The process of claim 17, wherein the response further comprises an offer by the seller to provide the goods/services specified in the request.

19. The process of claim 17, wherein the response further comprises an offer by the seller to provide alternative goods/services in lieu of the goods/services identified in the request.

20. The process of claim 17, wherein the process further comprises:

receiving the response;

reviewing the response; and

accepting the response;

whereupon acceptance of the response a binding contract is formed between the buyer and the seller for the provision of the goods/services specified in the response.

21. The process of claim 20, wherein the response is accepted electronically.

22. A process for generating a response by a seller to at least one request from a buyer for one or more goods/services for a project, the process comprising:

preparing a response by the seller, wherein the response responds to a request from a buyer; and

communicating a response to the buyer;

wherein the request identifies at least one goods/services specified for a project defined in terms of at least one parameter.

23. The process of claim 22, wherein the project further comprises at least one project of a type selected from the group consisting of: oil exploration, construction, manufacturing complex objects, and providing specialized services.

24. The process of claim 22, wherein each parameter is selected from the group consisting of: physical, functional, temporal, financial, transactional, and geographical parameters.

25. The process of claim 22, wherein the step of communicating a response to the buyer comprises notifying the buyer that a response to the request has been prepared.

26. The process of claim 22, wherein the response is an offer to provide goods/services.

27. The process of claim 26, wherein the process further comprises receiving notification of an acceptance of the offer by the buyer.

28. The process of claim 27, wherein the process further comprises forming an

electronic contract between the seller and the buyer for the goods/services upon the buyer's communication of the acceptance of the offer.

29. The process of claim 22, wherein the response specifies at least one alternative goods/services to the goods/services identified in the request.

30. The process of claim 22, wherein the response is communicated via at least one network selected from the group consisting of: a local area network, a wide area network, a distributed network, a public network, a private network, an intranet, and the Internet.

31. The process of claim 22, wherein the network utilizes at least one or more communication systems selected from the group consisting of: telephony, wireless telephony, satellite, and cable.

32. The process of claim 25, wherein the step of notifying the buyer that a response to the request has been prepared is performed via communication mediums selected from the group consisting of: electronic mail, facsimile, page, telephone notification, and a networked notification message.

33. A process for matching buyers and sellers for the provision of goods/services for a project defined by at least one parameter comprising:

defining a project, for a buyer, in terms of at least one parameter;

converting the at least one parameter into at least one request for

goods/services needed to complete the project;

communicating the request to at least one seller;

preparing a response by the at least one seller, wherein the response responds to a request from a buyer;

communicating a response to the buyer, wherein the response includes an identification of at least one goods/services which is responsive to the request; and

forming a contract upon acceptance of the response by the buyer.

34. The process of claim 33, wherein the project further comprises at least one of a type selected from the group consisting of: oil exploration, construction, manufacturing complex objects, and providing specialized services.

35. The process of claim 33, wherein the at least one parameter further comprise at least one parameter selected from the group consisting of: physical, functional, temporal, financial, transactional, and geographical parameters.

36. The process of claim 33, wherein the request is communicated to the seller and the response is communicated to the buyer via a network selected from the group consisting of: the Internet, intranet, private network, public network, local area network, wide area network, and a distributed network.

37. The process of claim 33, wherein the seller is notified that a request is available for review via at least one communication medium selected from the group consisting

of: electronic mail, facsimile, page, telephone notification, and a networked notification message.

38. The process of claim 33, wherein the buyer is notified that a response is available for review via at least one communication medium selected from the group consisting of: electronic mail, facsimile, page, telephone notification, and a networked notification message.

39. The process of claim 33, wherein the process further comprises entering into negotiations between the buyer and seller regarding at least one term in the response.

40. The process of claim 39, wherein the negotiations are conducted electronically over a network connection.

41. The process of claim 40, wherein the network connection further comprises at least one network selected from the group consisting of: the Internet, intranet, private network, public network, local area network, wide area network, and a distributed network.

42. The process of claim 40, wherein the communication network is carried over one or more communication systems selected from the group consisting of: telephony, wireless telephony, satellite, and cable.

43. A system for generating a response by a seller to at least one request from a buyer for one or more goods/services for a project, the project defined in terms of at least one parameter, the system comprising:

a seller system; and

a communications link connecting the seller system to a buyer, the buyer providing a request for goods/services for a project defined in terms of at least one parameter;

where in response to receiving a request for the provision of goods/services for a project defined in terms of at least one parameter, the seller system generates and provides a response to the request to a buyer via the communications link.

44. The system of claim 43, wherein the parameters are selected from the group consisting of: physical, functional, temporal, financial, transactional, and geographical parameters.

45. The system of claim 43, wherein the buyer is notified via the communications link that a response to the request has been prepared.

46. The system of claim 43, wherein the response includes an offer to sell the goods/services.

47. The system of claim 46, wherein the buyer communicates an acceptance of the offer to the seller system via a buyer system connected to the communications link.

48. The system of claim 47, wherein the system further comprises a processing system controlling the communications link between the seller system and the buyer system, the processing system providing a notification to the seller of an acceptance by the buyer of the offer.

49. The system of claim 48, wherein the processing system prepares a contract between the seller and the buyer for the goods/services upon the acceptance of the offer by the buyer.

50. The system of claim 43, wherein the response includes an alteration to a project parameter.

51. The system of claim 43, wherein the communication link further comprises at least one network selected from the group consisting of: a local area network, a wide area network, a distributed network, a public network, a private network, an intranet, and the Internet.

52. The system of claim 51, wherein the network is carried over one or more communication systems selected from the group consisting of: telephony, wireless telephony, satellite, and cable.

53. The system of claim 48, wherein the processing system notifies the buyer that a response has been provided by the seller via one or more communication mediums

selected from the group consisting of: telephone, wireless system, pager, facsimile, and e-mail.

54. The system of claim 48, wherein the processing system notifies the seller that a request has been received from the buyer system via one or more communication mediums selected from the group consisting of: electronic mail, facsimile, page, telephone notification, and a networked notification message.

55. The system of claim 43, wherein the project further comprises at least one project of a type selected from the group consisting of: oil exploration, construction, manufacturing complex objects, and providing specialized services.

56. A system for generating a response by a seller to at least one request from a buyer for one or more goods/services for a project, the system comprising:

a means for preparing a response by a seller, wherein the response responds to a request from a buyer; and

a means for communicating the response to the buyer;

wherein the request identifies goods/services specified for a project defined in terms of at least one parameter.

57. The system of claim 56, wherein each parameter further comprises at least one selected from the group consisting of: physical, functional, temporal, financial, transactional, and geographical parameters.

58. The system of claim 56, wherein the project further comprises at least one project of a type selected from the group consisting of: oil exploration, construction, manufacturing complex objects, and providing specialized services.

59. The system of claim 56, wherein the means for communicating notifies the buyer that a response to the request has been prepared.

60. The system of claim 56, wherein the response is an offer to provide goods/services.

61. The system of claim 60, wherein the system further comprises a means for notifying a seller that the buyer has accepted the offer.

62. The system of claim 60, wherein the system further comprises a means for forming a binding contract between the seller and the buyer for the goods/services specified in the offer, wherein the binding contract is formed upon communication of an acceptance of the offer from the buyer to the seller.

63. The system of claim 56, wherein the means for preparing a response further comprises a means for suggesting alterations to the parameters.

64. The system of claim 56, wherein the means for communicating comprises a network.

65. The system of claim 64, wherein the network comprises one selected from the group consisting of: a local area network, a wide area network, a distributed network, a public network, a private network, an intranet, and the Internet.

66. The system of claim 65, wherein the network is carried over one or more communication systems selected from the group consisting of: telephony, wireless telephony, satellite, and cable.

67. The system of claim 59, wherein the means for communicating further comprises one or more communication mediums selected from the group consisting of: electronic mail, facsimile, page, telephone notification, and a networked notification message.

68. A system for generating a request by a buyer for goods/services for a project defined by at least one parameter comprising:

a buyer system; and

a communication link connecting the buyer system to a seller system;

wherein the buyer identifies to the buyer system a project defined in terms of at least one parameter, the buyer system converts the parameters into a request for one or more goods/services and communicates the request to the seller system.

69. The system of claim 68, wherein the parameter is selected from the group consisting of: physical, functional, temporal, financial, transactional, and geographical parameters.

70. The system of claim 68, wherein the buyer system notifies the buyer that a response to the request has been received from the seller system.

71. The system of claim 68, wherein the response is an offer to provide goods/services.

72. The system of claim 71, wherein an acceptance by the buyer of the offer is communicated from the buyer system to the seller system via a processing system in communication with both the buyer system and the seller system.

73. The system of claim 72, wherein the processing system notifies the seller that the buyer has accepted the offer.

74. The system of claim 73, whereupon communication of an acceptance of the offer from the buyer system, the processing system prepares a contract between the buyer and the seller for the provision of goods/services.

75. The system of claim 68, wherein the communication link comprises a network selected from the group consisting of: a local area network, a wide area network, a distributed network, a public network, a private network, an intranet, and the Internet.

76. The system of claim 75, wherein the network is carried over one or more communication systems selected from the group consisting of: telephony, wireless network, satellite, and cable.

77. The system of claim 71, wherein the communication link further comprises one or more communication mediums selected from the group consisting of: electronic mail, facsimile, page, telephone notification, and a networked notification message.

78. A system for generating a request for one or more goods/services needed for a project defined in terms of at least one parameter, comprising:

a means for defining a project specified by a buyer; and

a means for converting, connected to the means for defining a project, a project into at least one request for goods/services needed for the project;

wherein the project is defined in terms of at least one parameter and upon converting the request, the request is communicated to at least one seller providing the goods/services needed for the project.

79. The system of claim 78, wherein the project comprises at least one project of a type selected from the group consisting of: drilling for oil, construction, manufacturing complex objects, and providing specialized services.

80. The system of claim 78, wherein the at least one parameter comprises at least one selected from the group consisting of: physical, functional, temporal, financial, transactional, and geographical parameters.

81. The system of claim 78, wherein the system further comprises a means for communicating, connected to the means for converting, the request to at least one seller providing the goods/services needed for the project.

82. The system of claim 81, wherein the means for communicating further comprises a network.

83. The system of claim 82, wherein the network comprises at least one network selected from the group consisting of: the Internet, intranet, private network, public network, local area network, wide area network, and a distributed network.

84. The system of claim 81, wherein the means for communicating further comprises:

a means for obtaining a listing of sellers providing goods/services specified by the request; and

a means for designating, from the listing of sellers, at least one seller to receive the request.

85. The system of claim 84, wherein the listing of sellers further comprises a listing of preferred sellers.

86. The system of claim 78, wherein the system further comprises:

a means for providing the buyer with a profile link, connected to means for converting, wherein the profile link identifies at least one seller

providing goods/services related to at least one parameter specified by the buyer for the project; and

a means for selecting, connected to the means for providing, at least one seller identified by the profile link;

whereupon selection of a seller identified by the profile link, the request is communicated to the selected seller.

87. The system of claim 86, wherein the at least one parameter specified by the buyer is specified on a template and the profile link is provided in conjunction with the template, wherein the profile link identifies at least one seller of goods/services directly related to at least one parameter specified by the template.

88. The system of claim 81, wherein the means for communicating further comprises a means for notifying each seller receiving the request that the request is available for their review.

89. The system of claim 88, wherein the means for notifying further comprises at least one communication medium selected from the group consisting of: electronic mail, facsimile, page, telephone notification, and a networked notification message.

90. The system of claim 81, wherein the system further comprises:

a means for reviewing the request, connected to the means for communicating the request; and

a means for indicating whether a seller is interested in the request, connected to the means for reviewing.

91. The system of claim 81, wherein the means for communicating further comprises a bi-directional communication link between the buyer and at least one seller, wherein the seller communicates at least one comment to the buyer via the bi-directional communication link.

92. The system of claim 78, wherein the system further comprises a database accessible to both the buyer and the seller; wherein the database provides a listing of at least one seller providing the goods/services requested.

93. The system of claim 91, wherein the seller communicates a response to the request to the buyer via the bi-directional communication link, wherein the response comprises an offer to provide alternative goods/services.

94. The system of claim 93, whereupon receiving the response the buyer accepts the response and a binding contract is formed between the buyer and the seller for the provision of the goods/services specified in the response.

95. A process of matching a buyer and at least one seller capable of fulfilling at least one request from the buyer for one or more goods/services for a project, the process compris

compiling profile information for the seller;

identifying each seller capable of fulfilling the request based upon the profile

information; and

presenting a result of the identifying step to the buyer, the result comprising a listing of each seller capable of fulfilling the request.

96. The process of claim 95, wherein the listing comprises at least one profile link, the profile link providing access to profile information for a seller associated with the profile link.

97. The process of claim 96, further comprising the step of accessing the profile link to provide profile information about the seller to the buyer.

98. The process of claim 97, wherein the profile link comprises a hypertext link to a web page containing the profile information.

99. The process of claim 95, wherein the project is defined in terms of one or more parameters and the request includes information about one or more of the parameters.

100. The process of claim 95, wherein the profile information comprises information about goods/services available from the seller.

101. The process of claim 95, wherein the profile link accesses marketing information provided by the seller.

102. A system for matching a buyer and at least one seller capable of fulfilling at least

one request from the buyer for one or more goods/services for a project, the system compr

a processing system;

a buyer system;

at least one seller system;

a data storage system; and

a communication link connecting the buyer system, the seller system, the processing system, and the data storage system;

wherein the processing system obtains profile information for the seller; stores the profile information in the data storage system; identifies the seller as capable of fulfilling specific requests based upon the profile information; and presents a listing of those sellers capable of providing goods/services for a project to the buyer system, wherein the listing is generated based upon the profile information.

103. The system of claim 102, wherein the listing comprises one or more profile links, each profile link providing access to a respective seller's profile information.

104. The system of claim 103, wherein the processing system further accesses at least one profile link to provide profile information to the buyer system about a selected seller.

105. The system of claim 104, wherein the profile link comprises a hypertext link to a web page containing the profile information

106. The system of claim 102, wherein the project is defined in terms of one or more

parameters and the request includes information about one or more of the parameters.

107. The system of claim 102, wherein the profile information comprises information about goods/services available from the seller.

108. The system of claim 106, wherein the profile information comprises information about the capabilities of the seller to fulfill the parameters included in the request.

109. The system of claim 103, wherein the profile link accesses marketing information for the seller.

110. A computer readable medium containing instructions for generating a request for one or more goods/services to be provided by a seller to a buyer for a project, wherein the project is defined in terms of at least one of or more parameters, by:

defining a project in terms of at least one or more parameters; and

converting the at least one or more parameters into at least one request for goods/services needed to complete the project;

wherein the request is utilized by a buyer to communicate the parameters for the project to at least one seller providing the goods/services needed for the project.

111. The computer readable medium of claim 110, wherein the computer readable medium is provided for use in conjunction with at least one project of a type selected from the group consisting of: oil exploration, construction, manufacturing complex objects, and providing specialized services.

112. The computer readable medium of claim 110, wherein the at least one or more parameters further comprise at least one parameter selected from the group consisting of: physical, functional, temporal, financial, transactional, and geographical parameters.

113. The computer readable medium of claim 110, wherein the instructions further include communicating the request to the seller via a system accessible via a network connection.

114. The computer readable medium of claim 113, wherein the network further comprises at least one network selected from the group consisting of: the Internet, intranet, private network, public network, local area network, wide area network, and a distributed network.

115. The computer readable medium of claim 114, wherein the network is carried over one or more communication systems selected from the group consisting of: telephony, wireless telephony, satellite, and cable.

116. A computer readable medium containing instructions for generating a response by a seller to at least one request from a buyer for one or more goods/services for a project, by:

preparing a response by the seller, wherein the response responds to a request from a buyer; and

communicating a response to the buyer;

wherein the request identifies at least one goods/services specified for a project defined in terms of at least one parameters.

117. The computer readable medium of claim 116, wherein the project further comprises at least one project of a type selected from the group consisting of: oil exploration, construction, manufacturing complex objects, and providing specialized services.

118. The computer readable medium of claim 116, wherein the parameters are selected from the group consisting of: physical, functional, temporal, financial, transactional, and geographical parameters.

119. The computer readable medium of claim 116, wherein the instructions further include communicating the response to the buyer via a system accessible via a network connection.

120. The computer readable medium of claim 119, wherein the network further comprises at least one network selected from the group consisting of: the Internet, intranet, private network, public network, local area network, wide area network, and a distributed network.

121. The computer readable medium of claim 120, wherein the network is carried over one or more communication systems selected from the group consisting of: telephony, wireless telephony, satellite, and cable.

122. A computer readable medium containing instructions for matching a buyer and one or more sellers, from among a group of sellers, capable of fulfilling at least one request from the buyer for one or more goods/services for a project, by:

compiling profile information for each seller in the group of sellers;

identifying the sellers capable of fulfilling the request based upon the profile information; and

presenting a listing of the capable sellers to the buyer.

123. The computer readable medium of claim 122, wherein the listing comprises one or more profile links, each profile link providing access to a respective seller's profile information.

124. The computer readable medium of claim 123, further comprising the instruction of accessing one or more profile links to provide the profile information to the buyer about the sellers.

125. The computer readable medium of claim 124, wherein the profile link comprises a hypertext link to a web page containing the profile information

126. The computer readable medium of claim 122, wherein the project is defined in terms of one or more parameters and the request includes information about one or more of the parameters.

127. The computer readable medium of claim 122, wherein the profile information

comprises information about goods/services available from the seller.

128. The computer readable medium of claim 123, wherein the profile links comprise marketing information for the seller.

129. A process for matching buyers and sellers for the provision of goods/services used in a project to produce energy resources, wherein the project is defined by at least one parameter comprising:

defining a project to produce energy resources in terms of at least one or more parameters;

converting the at least one or more parameters into at least one request for goods/services needed to complete the project;

communicating the request to at least one seller;

preparing a response by the at least one seller, wherein the response responds to a request from an owner of the project;

communicating a response to the owner, wherein the response includes an identification of at least one goods/services which is responsive to the request; and

forming a contract upon acceptance of the response by the owner.

130. The process of claim 129, wherein the energy resources include at least one of oil reserves and gas reserves.

131. The process of claim 129, wherein the at least one or more parameters further

comprise at least one parameter selected from the group consisting of: physical, functional, temporal, financial, transactional, and geographical parameters.

132. The process of claim 129, wherein the request is communicated to the seller and the response is communicated to the owner via a network selected from the group consisting of: the Internet, intranet, private network, public network, local area network, wide area network, and a distributed network.

133. The process of claim 129, wherein the seller is notified that a request is available for review via at least one communication medium selected from the group consisting of: electronic mail, facsimile, page, telephone notification, and a networked notification message.

134. The process of claim 129, wherein the owner is notified that a response is available for review via at least one communication medium selected from the group consisting of: electronic mail, facsimile, page, telephone notification, and a networked notification message.

135. The process of claim 129, wherein the process further comprises entering into negotiations between the owner and seller regarding at least one term in the response.

136. The process of claim 135, wherein the negotiations are conducted electronically over a network connection.

137. The process of claim 136, wherein the network connection further comprises at least one network selected from the group consisting of: the Internet, intranet, private network, public network, local area network, wide area network, and a distributed network.

138. The process of claim 136, wherein the communication network is carried over one or more communication systems selected from the group consisting of: telephony, wireless telephony, satellite, and cable.

139. A system for matching a buyer and one or more sellers, from among a group of sellers, capable of fulfilling at least one request from the buyer for one or more goods/services for a project, comprising:

a means for compiling profile information for each seller in the group of sellers;

a means for identifying the sellers capable of fulfilling the request based upon the profile information; and

a means for presenting a listing of the capable sellers to the buyer.

140. The system of claim 139, wherein the listing comprises one or more profile links, each profile link providing access to a respective seller's profile information.

141. The system of claim 139, wherein the system further comprises a means for accessing one or more profile links to provide the profile information to the buyer about the sellers.

142. The system of claim 141, wherein the profile link comprises a hypertext link to a web page containing the profile information

143. The system of claim 139, wherein the project is defined in terms of one or more parameters and the request includes information about one or more of the parameters.

144. The system of claim 139, wherein the profile information comprises information about goods/services available from the seller.

145. The system of claim 140, wherein the profile links comprise marketing information for the seller.

146. A process for facilitating the matching buyers and sellers for goods/services specified for a project defined in terms of at least one parameter comprising:

receiving an identification of a project defined in terms of at least one parameter from a buyer;

converting the project into a request for goods/services;

communicating the request to a seller; and

communicating a response to the buyer, wherein the response is provided by the seller in response to the request and the response identifies at least one goods/services offered to be provided by the seller to the buyer for the project;

whereupon acceptance of the response by the buyer, a contract for the goods/services specified in the response is formed between the buyer and the seller.

147. The process of claim 146, wherein the project further comprises at least one of a type selected from the group consisting of: oil exploration, construction, manufacturing complex objects, and providing specialized services.

148. The process of claim 146, wherein the at least one parameter further comprise at least one parameter selected from the group consisting of: physical, functional, temporal, financial, transactional, and geographical parameters.

149. The process of claim 146, wherein the request is communicated to the seller and the response is communicated to the buyer via a network selected from the group consisting of: the Internet, intranet, private network, public network, local area network, wide area network, and a distributed network.

150. The process of claim 146, wherein the process further comprises notifying the seller that a request is available for review, wherein the seller is notified via at least one communication medium selected from the group consisting of: electronic mail, facsimile, page, telephone notification, and a networked notification message.

151. The process of claim146, wherein the process further comprises notifying the buyer that a response is available for review, wherein the buyer is notified via at least one communication medium selected from the group consisting of: electronic mail, facsimile, page, telephone notification, and a networked notification message.

152. The process of claim 146, wherein the process further comprises entering into

negotiations between the buyer and seller regarding at least one term in the response.

153. The process of claim 152, wherein the negotiations are conducted electronically over a network connection.

154. The process of claim 153, wherein the network connection further comprises at least one network selected from the group consisting of: the Internet, intranet, private network, public network, local area network, wide area network, and a distributed network.

155. A system for matching buyers and sellers for goods/services specified for a project defined in terms of at least one parameter comprising:

a processing system; and

a network connecting the processing system to a buyer system and a seller system;

whereupon the processing system receiving from the buyer system an identification of a project defined in terms of at least one parameter by a buyer; the processing system converts the project into a request for goods/services, communicate the request to a seller, receives and communicates a response by the seller to the buyer, the response identifying at least one goods/services offered to be provided by the seller to the buyer for the project; and, whereupon acceptance of the response by the buyer, forms a contract between the buyer and the seller for the goods/services specified in the response.

156. The system of claim 155, wherein the project further comprises at least one of a type selected from the group consisting of: oil exploration, construction, manufacturing complex objects, and providing specialized services.

157. The system of claim 155, wherein the at least one parameter further comprise at least one parameter selected from the group consisting of: physical, functional, temporal, financial, transactional, and geographical parameters.

158. The system of claim 155, wherein the request is communicated to the seller and the response is communicated to the buyer via a network selected from the group consisting of: the Internet, intranet, private network, public network, local area network, wide area network, and a distributed network.

159. The system of claim 155, wherein the processing system notifies the seller that a request is available for review, wherein the seller is notified via at least one communication medium selected from the group consisting of: electronic mail, facsimile, page, telephone notification, and a networked notification message.

160. The system of claim 155, wherein the processing system notifies the buyer that a response is available for review, wherein the buyer is notified via at least one communication medium selected from the group consisting of: electronic mail, facsimile, page, telephone notification, and a networked notification message.

161. The system of claim 155, wherein the processing system facilitates the exchange

of multiple response and request during negotiations between the buyer and seller regarding at least one term in the response.

162. The system of claim 161, wherein the negotiations are conducted electronically over a network connection.

163. The system of claim 162, wherein the network connection further comprises at least one network selected from the group consisting of: the Internet, intranet, private network, public network, local area network, wide area network, and a distributed network.

164. A computer readable medium containing instructions for facilitating the matching buyers and sellers for goods/services specified for a project defined in terms of at least one parameter, by:

receiving an identification of a project defined in terms of at least one parameter from a buyer;

converting the project into a request for goods/services;

communicating the request to a seller; and

communicating a response to the buyer, wherein the response is provided by the seller in response to the request and the response identifies at least one goods/services offered to be provided by the seller to the buyer for the project;

whereupon acceptance of the response by the buyer, a contract for the goods/services specified in the response is formed between the buyer and the seller.

165. The computer readable medium of claim 164, wherein the project further comprises at least one of a type selected from the group consisting of: oil exploration, construction, manufacturing complex objects, and providing specialized services.

166. The computer readable medium of claim 164, wherein the at least one parameter further comprise at least one parameter selected from the group consisting of: physical, functional, temporal, financial, transactional, and geographical parameters.

167. The computer readable medium of claim 164, wherein the request is communicated to the seller and the response is communicated to the buyer via a network selected from the group consisting of: the Internet, intranet, private network, public network, local area network, wide area network, and a distributed network.

168. The computer readable medium of claim 164, wherein the instructions further comprise notifying the seller that a request is available for review, wherein the seller is notified via at least one communication medium selected from the group consisting of: electronic mail, facsimile, page, telephone notification, and a networked notification message.

169. The computer readable medium of claim 164, wherein the instructions further comprise notifying the buyer that a response is available for review, wherein the buyer is notified via at least one communication medium selected from the group consisting of: electronic mail, facsimile, page, telephone notification, and a networked notification message.

170. The computer readable medium of claim 164, wherein the instructions further comprise entering into negotiations between the buyer and seller regarding at least one term in the response.

171. The computer readable medium of claim 170, wherein the negotiations are conducted electronically over a network connection.

172. The computer readable medium of claim 171, wherein the network connection further comprises at least one network selected from the group consisting of: the Internet, intranet, private network, public network, local area network, wide area network, and a distributed network.

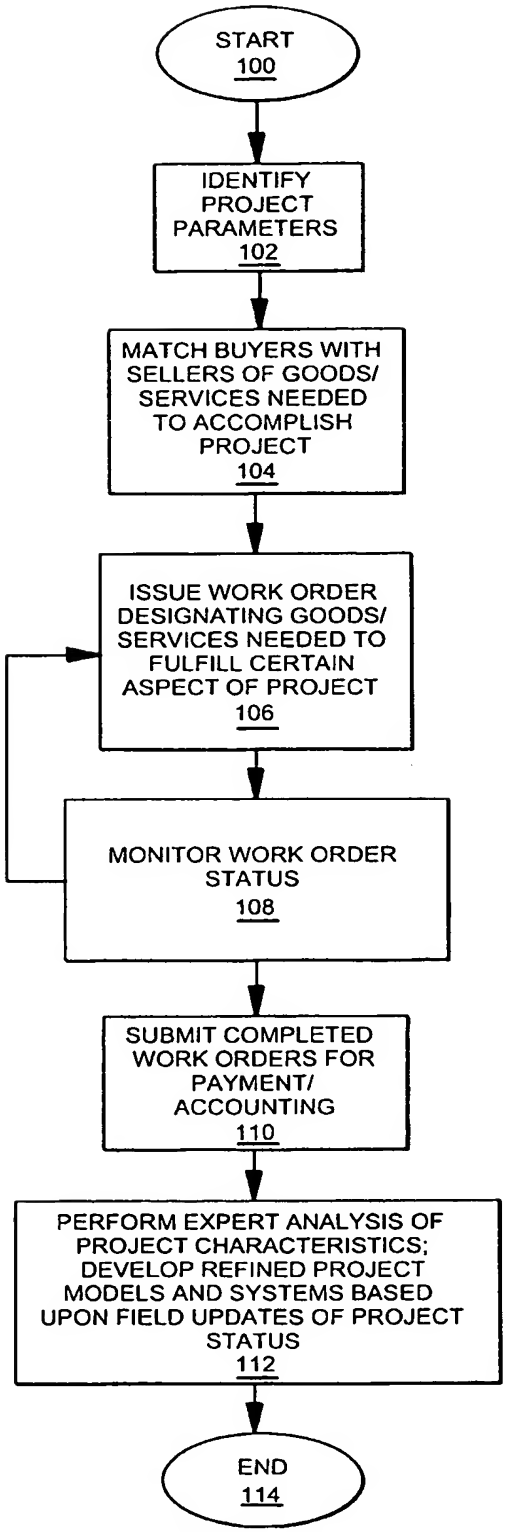
START
100
IDENTIFY PROJECT PARAMETERS
102
MATCH BUYERS WITH SELLERS OF GOODS/ SERVICES NEEDED TO ACCOMPLISH PROJECT
104
ISSUE WORK ORDER DESIGNATING GOODS/ SERVICES NEEDED TO FULFILL CERTAIN ASPECT OF PROJECT
106
MONITOR WORK ORDER STATUS
108
SUBMIT COMPLETED WORK ORDERS FOR PAYMENT/ ACCOUNTING
110
PERFORM EXPERT ANALYSIS OF PROJECT CHARACTERISTICS; DEVELOP REFINED PROJECT MODELS AND SYSTEMS BASED UPON FIELD UPDATES OF PROJECT STATUS
112
END
114

FIG.1

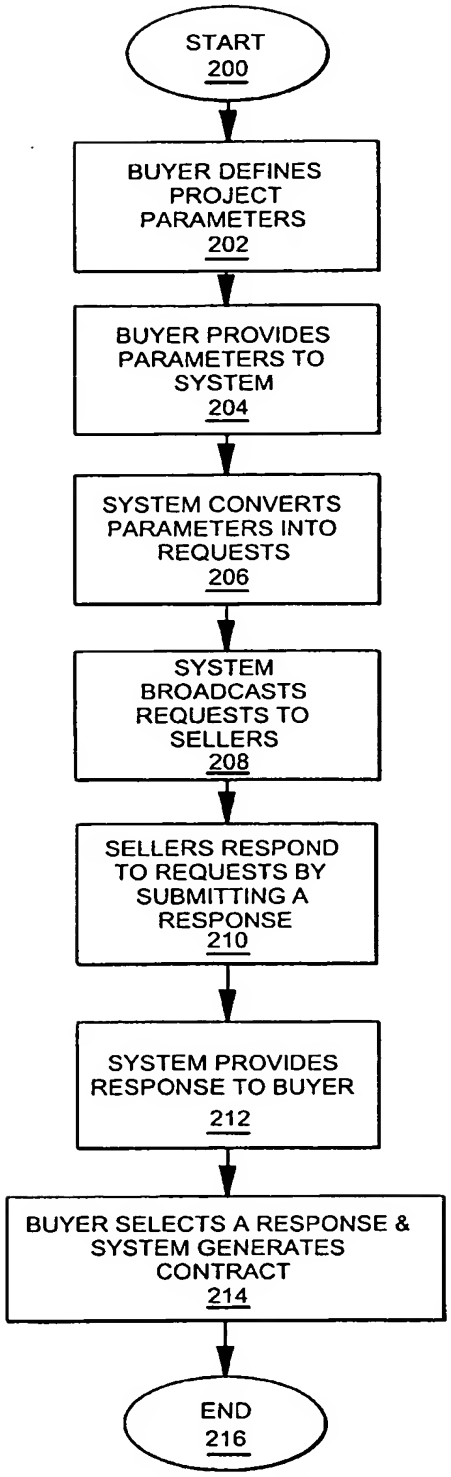
START
200
BUYER DEFINES PROJECT PARAMETERS
202
BUYER PROVIDES PARAMETERS TO SYSTEM
204
SYSTEM CONVERTS PARAMETERS INTO REQUESTS
206
SYSTEM BROADCASTS REQUESTS TO SELLERS
208
SELLERS RESPOND TO REQUESTS BY SUBMITTING A RESPONSE
210
SYSTEM PROVIDES RESPONSE TO BUYER
212
BUYER SELECTS A RESPONSE & SYSTEM GENERATES CONTRACT
214
END
216

FIG.2

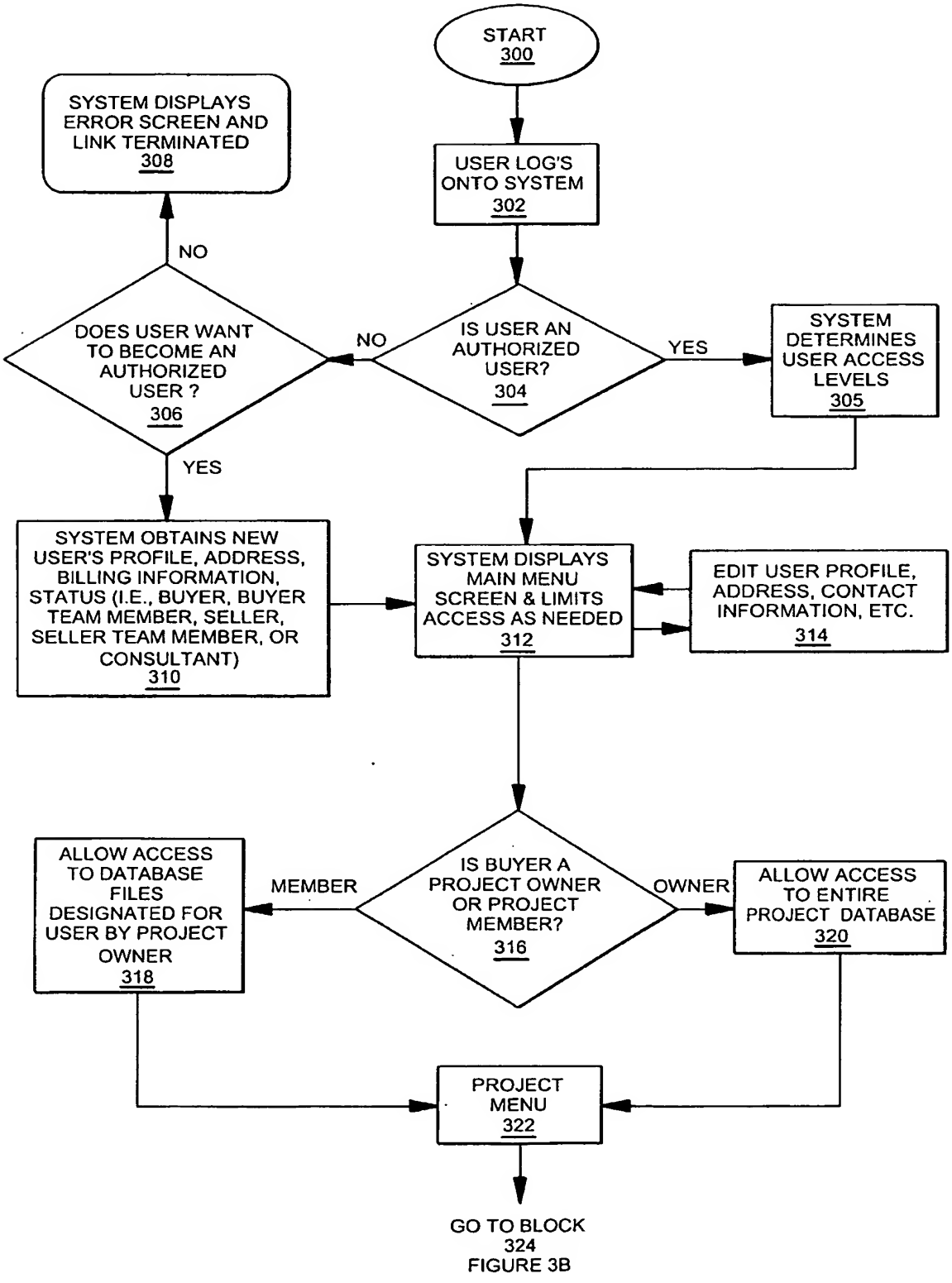
START
300
USER LOG'S ONTO SYSTEM
302
IS USER AN AUTHORIZED USER?
304
NO
YES
SYSTEM DISPLAYS ERROR SCREEN AND LINK TERMINATED
308
NO
DOES USER WANT TO BECOME AN AUTHORIZED USER ?
306
YES
SYSTEM DETERMINES USER ACCESS LEVELS
305
SYSTEM OBTAINS NEW USER'S PROFILE, ADDRESS, BILLING INFORMATION, STATUS (I.E., BUYER, BUYER TEAM MEMBER, SELLER, SELLER TEAM MEMBER, OR CONSULTANT)
310
SYSTEM DISPLAYS MAIN MENU SCREEN & LIMITS ACCESS AS NEEDED
312
EDIT USER PROFILE, ADDRESS, CONTACT INFORMATION, ETC.
314
IS BUYER A PROJECT OWNER OR PROJECT MEMBER?
316
MEMBER
OWNER
ALLOW ACCESS TO DATABASE FILES DESIGNATED FOR USER BY PROJECT OWNER
318
ALLOW ACCESS TO ENTIRE PROJECT DATABASE
320
PROJECT MENU
322
GO TO BLOCK 324

FIGURE 3B

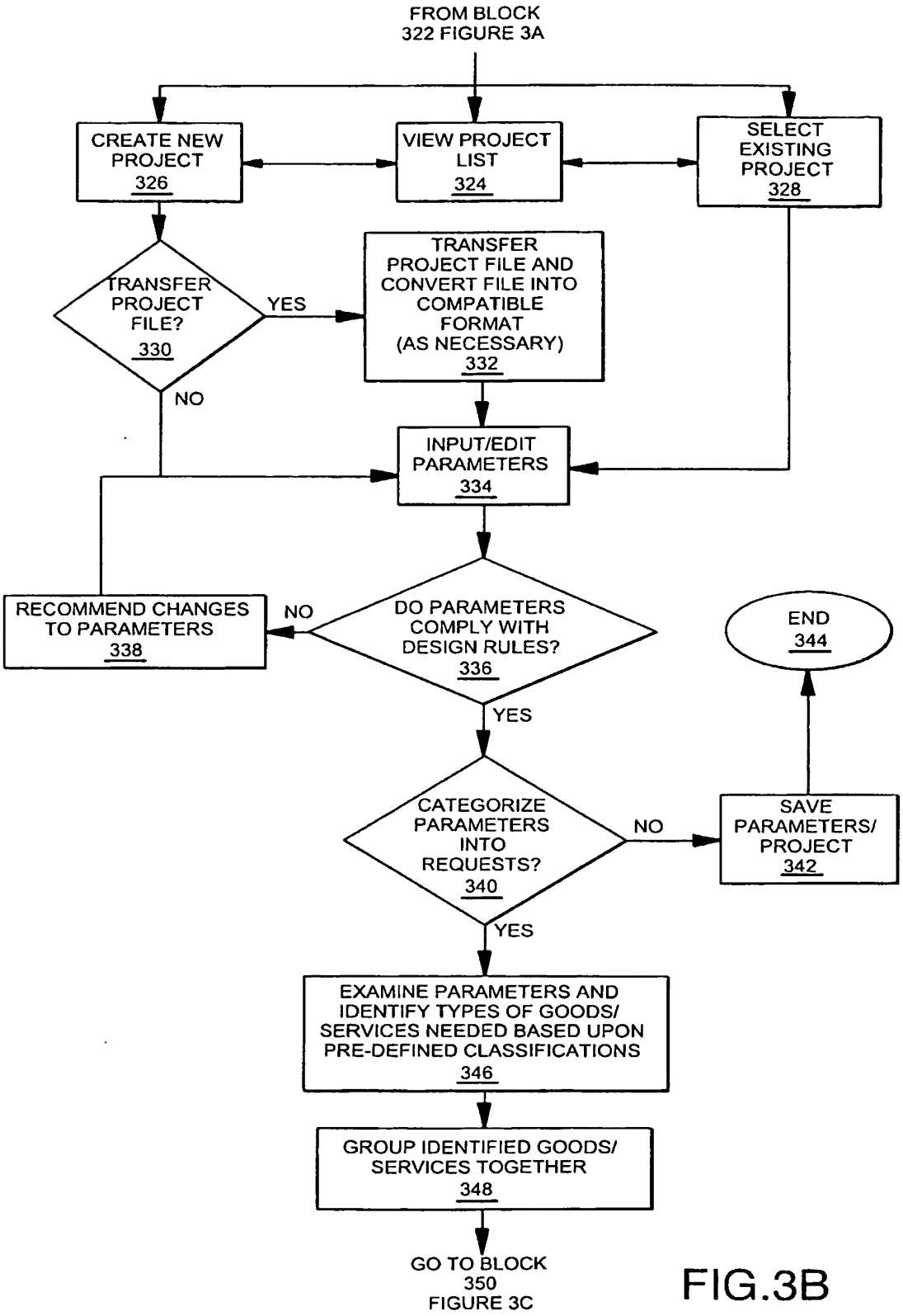
FROM BLOCK 322 FIGURE 3A
CREATE NEW PROJECT 326
VIEW PROJECT LIST 324
SELECT EXISTING PROJECT 328
TRANSFER PROJECT FILE? 330
YES
TRANSFER PROJECT FILE AND CONVERT FILE INTO COMPATIBLE FORMAT (AS NECESSARY) 332
NO
INPUT/EDIT PARAMETERS 334
RECOMMEND CHANGES TO PARAMETERS 338
NO
DO PARAMETERS COMPLY WITH DESIGN RULES? 336
END 344
YES
CATEGORIZE PARAMETERS INTO REQUESTS? 340
NO
SAVE PARAMETERS/ PROJECT 342
YES
EXAMINE PARAMETERS AND IDENTIFY TYPES OF GOODS/ SERVICES NEEDED BASED UPON PRE-DEFINED CLASSIFICATIONS 346
GROUP IDENTIFIED GOODS/ SERVICES TOGETHER 348
GO TO BLOCK 350 FIGURE 3C

FIG.3B

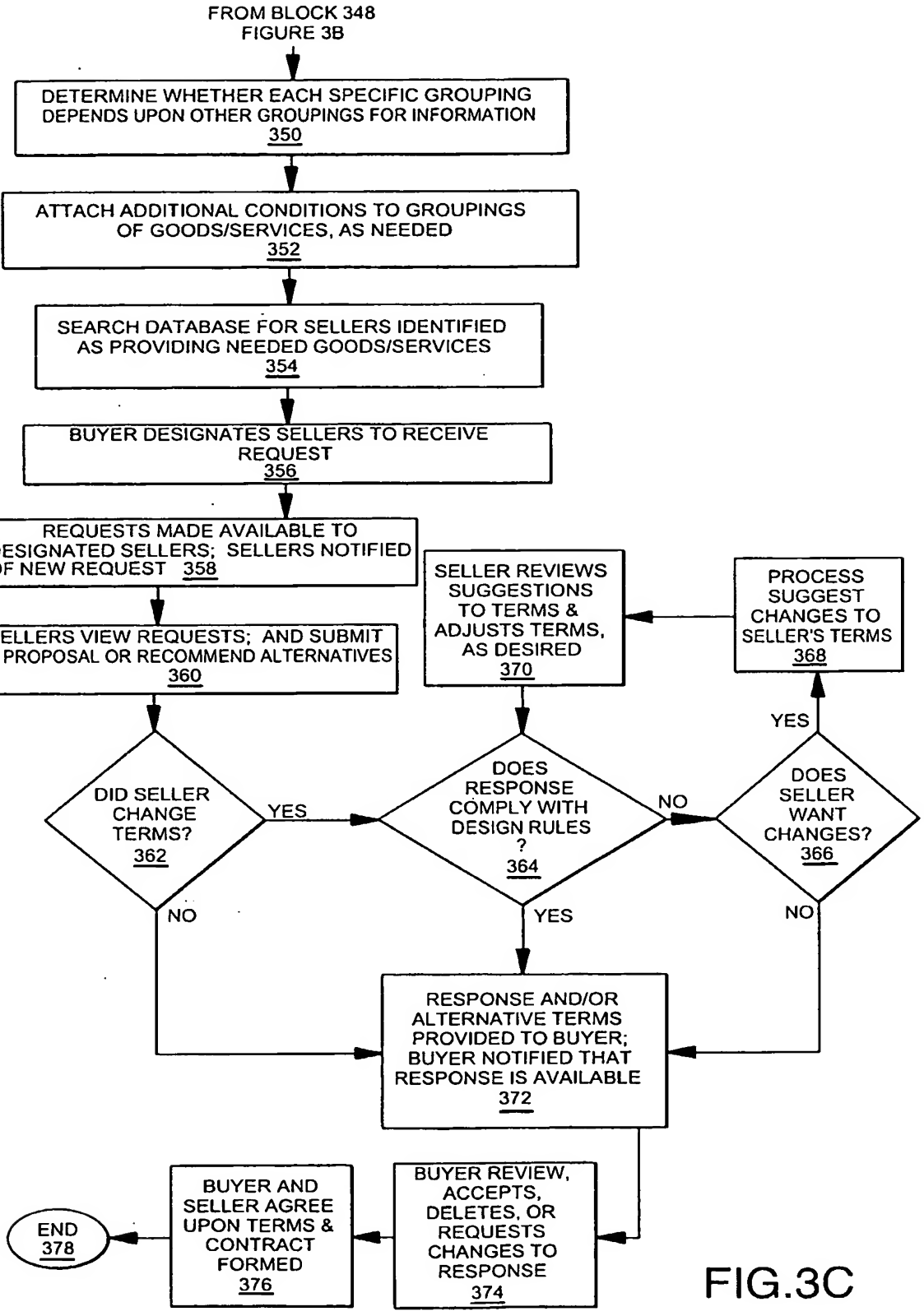
FROM BLOCK 348
FIGURE 3B
DETERMINE WHETHER EACH SPECIFIC GROUPING DEPENDS UPON OTHER GROUPINGS FOR INFORMATION
350
ATTACH ADDITIONAL CONDITIONS TO GROUPINGS OF GOODS/SERVICES, AS NEEDED
352
SEARCH DATABASE FOR SELLERS IDENTIFIED AS PROVIDING NEEDED GOODS/SERVICES
354
BUYER DESIGNATES SELLERS TO RECEIVE REQUEST
356
REQUESTS MADE AVAILABLE TO DESIGNATED SELLERS; SELLERS NOTIFIED OF NEW REQUEST 358
SELLERS VIEW REQUESTS; AND SUBMIT A PROPOSAL OR RECOMMEND ALTERNATIVES
360
SELLER REVIEWS SUGGESTIONS TO TERMS & ADJUSTS TERMS, AS DESIRED
370
PROCESS SUGGEST CHANGES TO SELLER'S TERMS
368
DID SELLER CHANGE TERMS?
362
YES
NO
DOES RESPONSE COMPLY WITH DESIGN RULES ?
364
YES
NO
DOES SELLER WANT CHANGES?
366
YES
NO
RESPONSE AND/OR ALTERNATIVE TERMS PROVIDED TO BUYER; BUYER NOTIFIED THAT RESPONSE IS AVAILABLE
372
BUYER REVIEW, ACCEPTS, DELETES, OR REQUESTS CHANGES TO RESPONSE
374
BUYER AND SELLER AGREE UPON TERMS & CONTRACT FORMED
376
END
378

FIG.3C

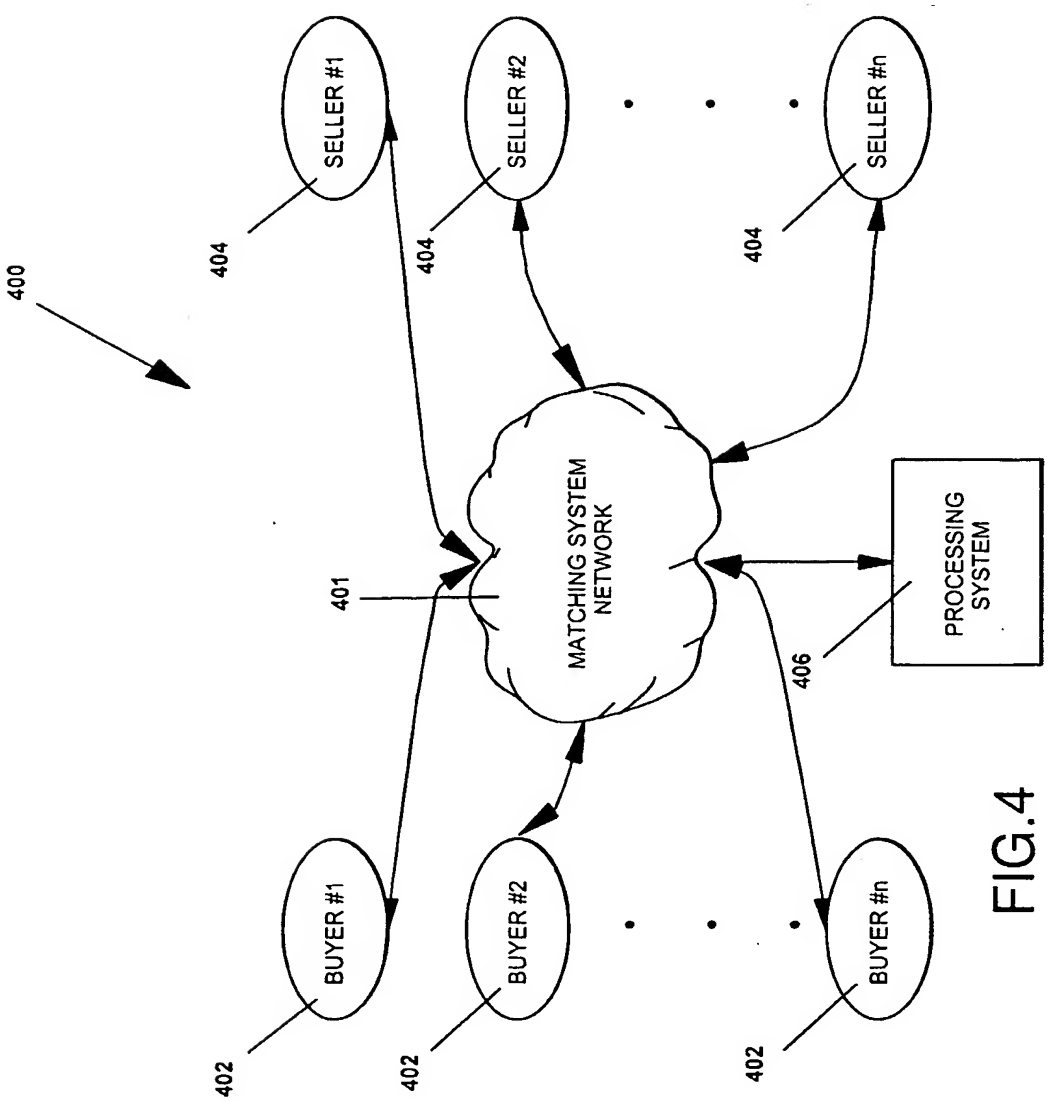
400
SELLER #1
SELLER #2
SELLER #n
404
404
404
MATCHING SYSTEM NETWORK
401
PROCESSING SYSTEM
406
BUYER #1
BUYER #2
BUYER #n
402
402
402

FIG.4

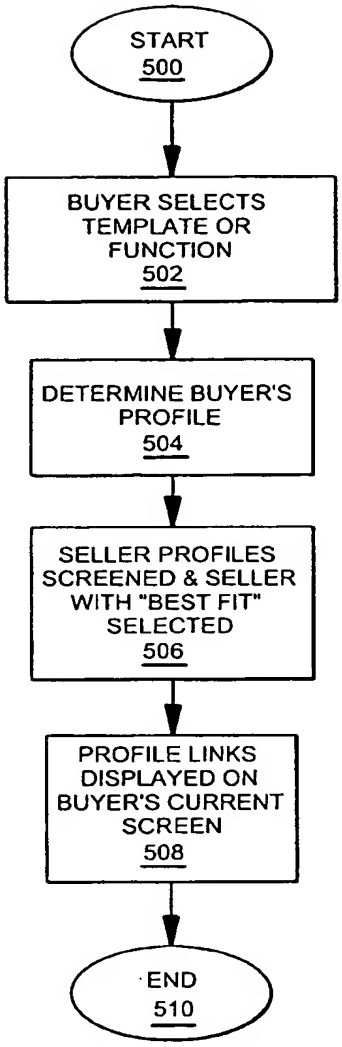
START
500
BUYER SELECTS TEMPLATE OR FUNCTION
502
DETERMINE BUYER'S PROFILE
504
SELLER PROFILES SCREENED & SELLER WITH "BEST FIT" SELECTED
506
PROFILE LINKS DISPLAYED ON BUYER'S CURRENT SCREEN
508
END
510

FIG.5

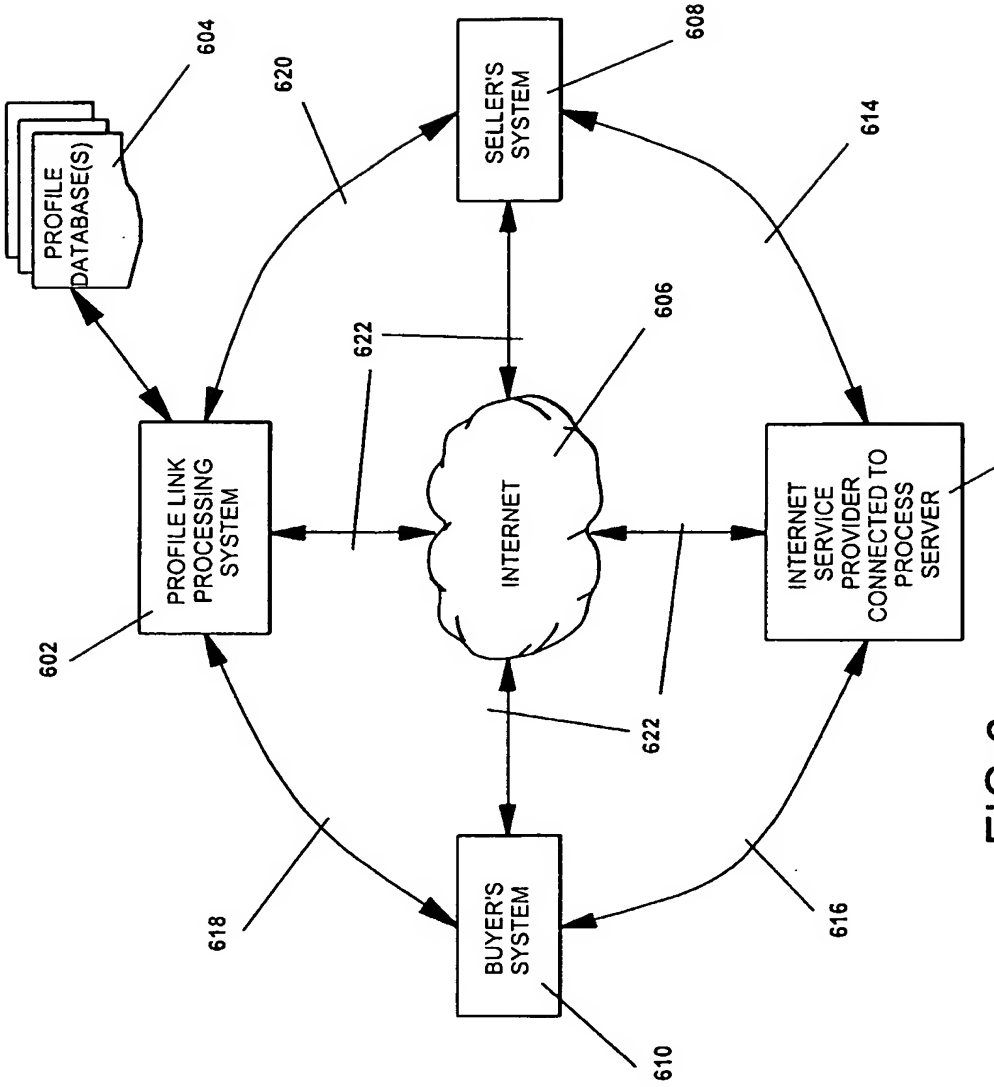
PROFILE DATABASE(S)
604
620
SELLER'S SYSTEM
608
614
622
606
PROFILE LINK PROCESSING SYSTEM
INTERNET
INTERNET SERVICE PROVIDER CONNECTED TO PROCESS SERVER
612
602
622
618
BUYER'S SYSTEM
610
616

FIG.6

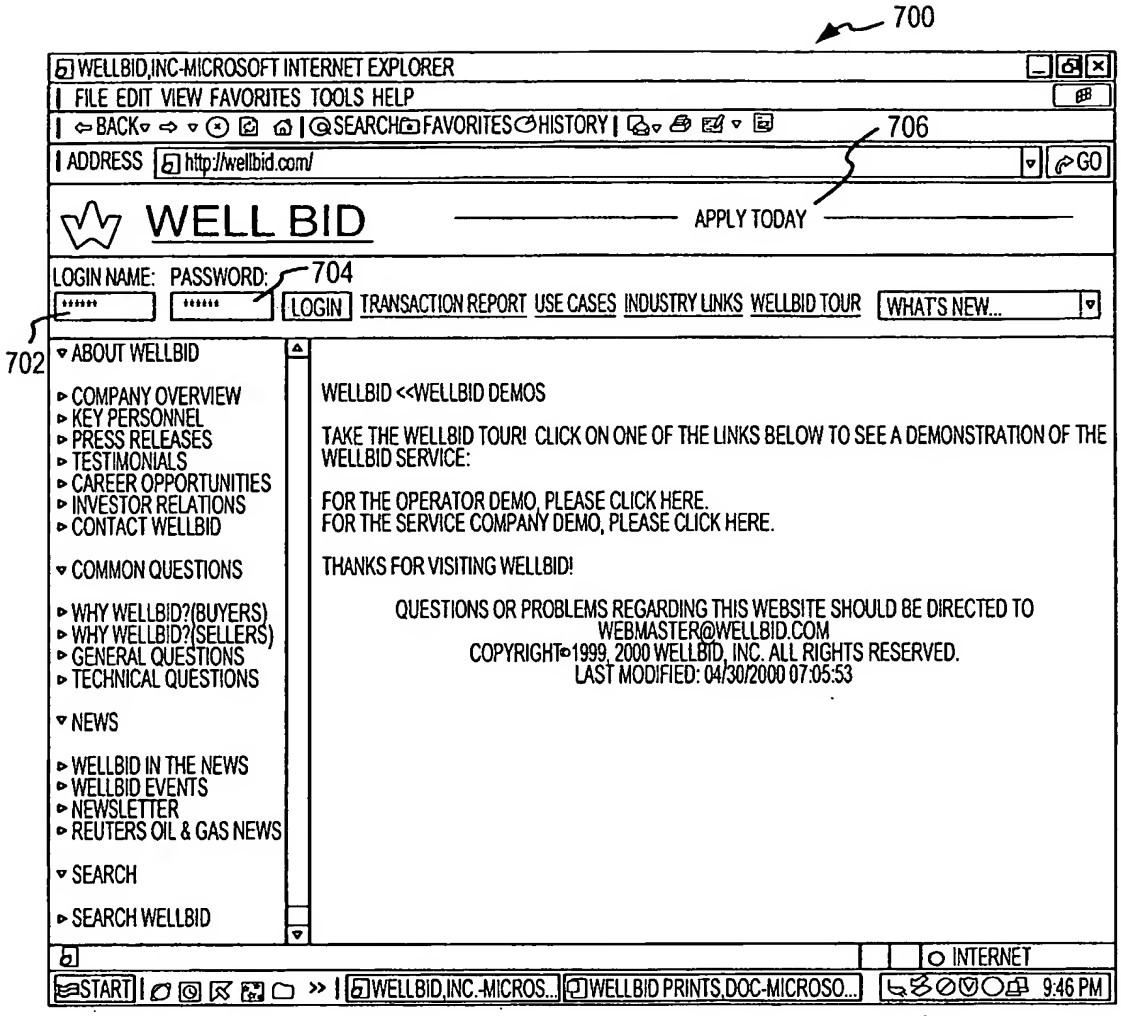
700
WELLBID,INC-MICROSOFT INTERNET EXPLORER
FILE EDIT VIEW FAVORITES TOOLS HELP
BACK SEARCH FAVORITES HISTORY
706
ADDRESS http://wellbid.com/
GO
WELL BID
APPLY TODAY
LOGIN NAME: PASSWORD:
704
LOGIN TRANSACTION REPORT USE CASES INDUSTRY LINKS WELLBID TOUR WHAT'S NEW...
702
ABOUT WELLBID
COMPANY OVERVIEW
KEY PERSONNEL
PRESS RELEASES
TESTIMONIALS
CAREER OPPORTUNITIES
INVESTOR RELATIONS
CONTACT WELLBID
COMMON QUESTIONS
WHY WELLBID?(BUYERS)
WHY WELLBID?(SELLERS)
GENERAL QUESTIONS
TECHNICAL QUESTIONS
NEWS
WELLBID IN THE NEWS
WELLBID EVENTS
NEWSLETTER
REUTERS OIL & GAS NEWS
SEARCH
SEARCH WELLBID
WELLBID <<WELLBID DEMOS
TAKE THE WELLBID TOUR! CLICK ON ONE OF THE LINKS BELOW TO SEE A DEMONSTRATION OF THE WELLBID SERVICE:
FOR THE OPERATOR DEMO, PLEASE CLICK HERE.
FOR THE SERVICE COMPANY DEMO, PLEASE CLICK HERE.
THANKS FOR VISITING WELLBID!
QUESTIONS OR PROBLEMS REGARDING THIS WEBSITE SHOULD BE DIRECTED TO WEBMASTER@WELLBID.COM
COPYRIGHT©1999, 2000 WELLBID, INC. ALL RIGHTS RESERVED.
LAST MODIFIED: 04/30/2000 07:05:53
INTERNET
START
WELLBID,INC.-MICROS...
WELLBID PRINTS.DOC-MICROSO...
9:46 PM

FIG.7

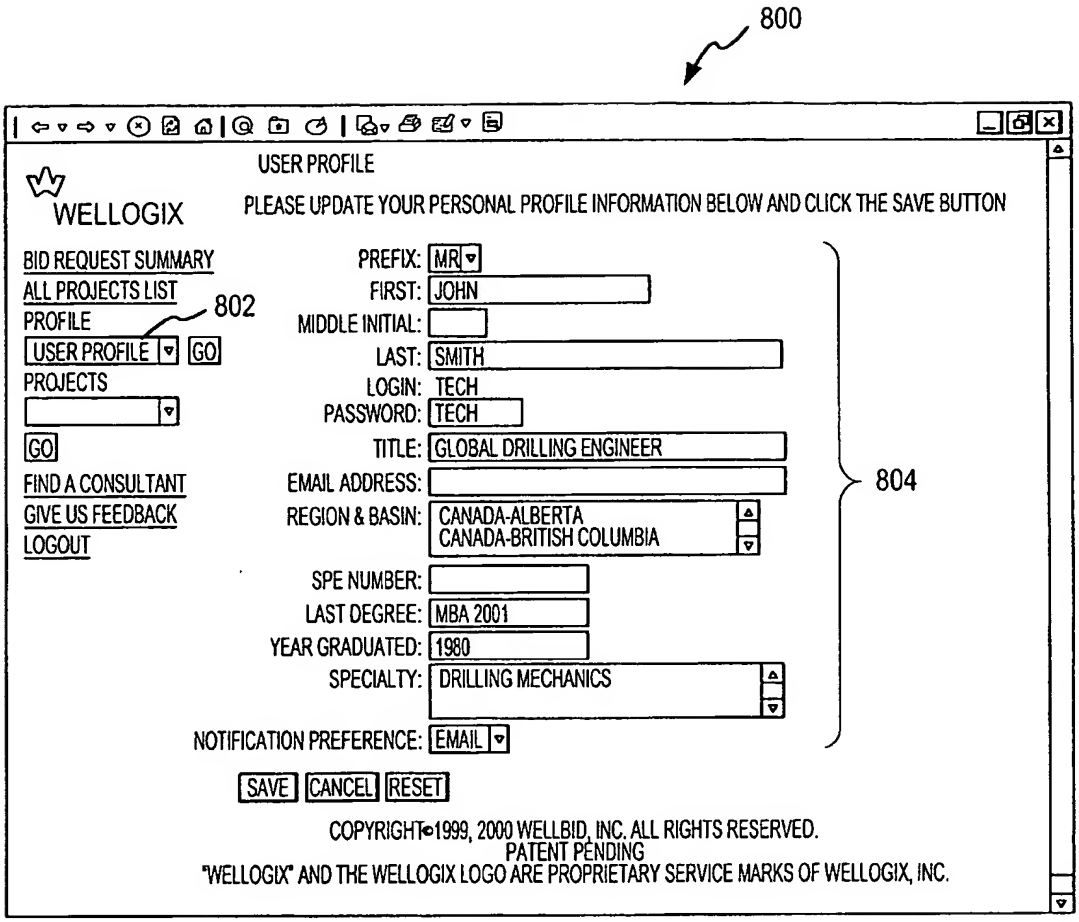
800
USER PROFILE
WELLOGIX
PLEASE UPDATE YOUR PERSONAL PROFILE INFORMATION BELOW AND CLICK THE SAVE BUTTON
BID REQUEST SUMMARY
ALL PROJECTS LIST
PROFILE
802
USER PROFILE
GO
PROJECTS
GO
FIND A CONSULTANT
GIVE US FEEDBACK
LOGOUT
PREFIX: MR
FIRST: JOHN
MIDDLE INITIAL:
LAST: SMITH
LOGIN: TECH
PASSWORD: TECH
TITLE: GLOBAL DRILLING ENGINEER
EMAIL ADDRESS:
REGION & BASIN: CANADA-ALBERTA CANADA-BRITISH COLUMBIA
SPE NUMBER:
LAST DEGREE: MBA 2001
YEAR GRADUATED: 1980
SPECIALTY: DRILLING MECHANICS
NOTIFICATION PREFERENCE: EMAIL
804
SAVE
CANCEL
RESET
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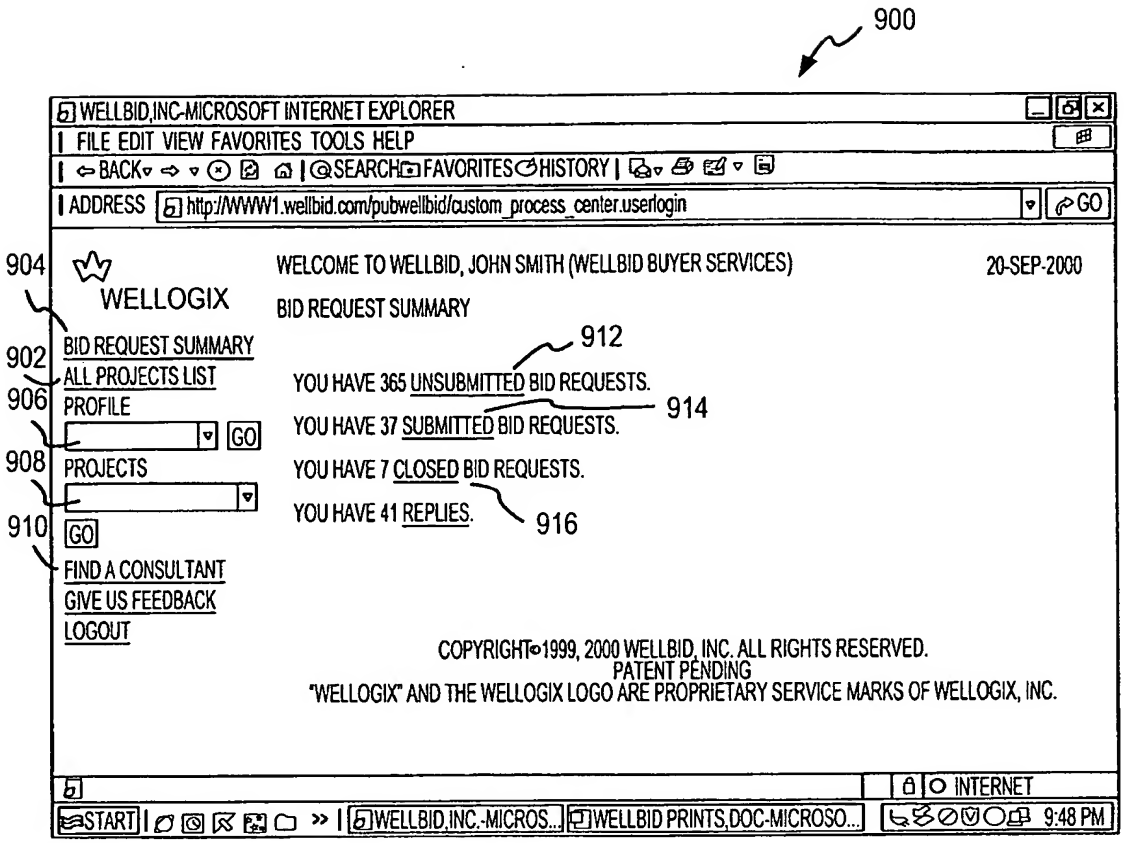
FIG.8


900
WELLBID,INC-MICROSOFT INTERNET EXPLORER
FILE EDIT VIEW FAVORITES TOOLS HELP
BACK SEARCH FAVORITES HISTORY
ADDRESS http://WWW1.wellbid.com/pubwellbid/custom_process_center.userlogin
GO
904
WELLOGIX
WELCOME TO WELLBID, JOHN SMITH (WELLBID BUYER SERVICES)
20-SEP-2000
BID REQUEST SUMMARY
902
BID REQUEST SUMMARY
ALL PROJECTS LIST
906
PROFILE
GO
908
PROJECTS
910
GO
FIND A CONSULTANT
GIVE US FEEDBACK
LOGOUT
912
YOU HAVE 365 UNSUBMITTED BID REQUESTS.
914
YOU HAVE 37 SUBMITTED BID REQUESTS.
YOU HAVE 7 CLOSED BID REQUESTS.
YOU HAVE 41 REPLIES.
916
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INTERNET
START
WELLBID,INC.-MICROS...
WELLBID PRINTS.DOC-MICROSO...
9:48 PM

FIG.9

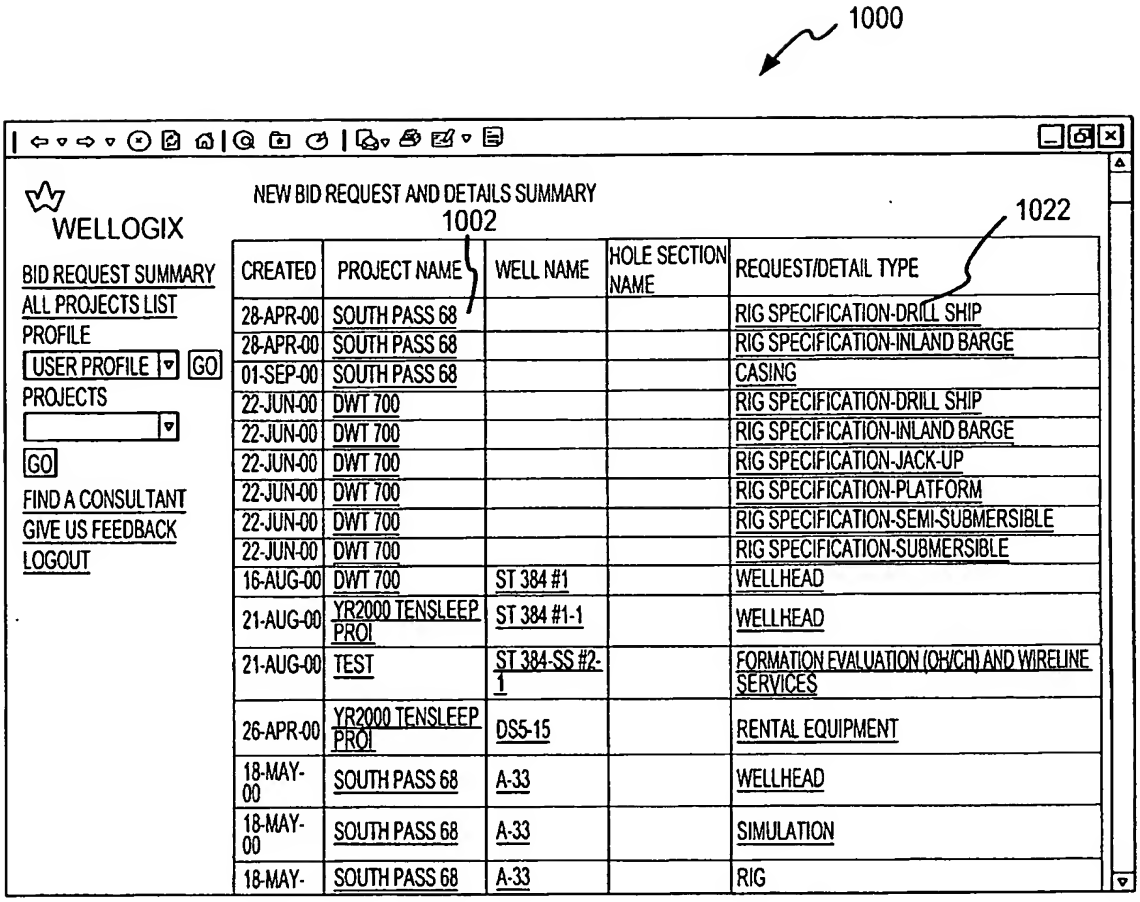
1000
WELLOGIX
NEW BID REQUEST AND DETAILS SUMMARY
1002
1022
BID REQUEST SUMMARY
ALL PROJECTS LIST
PROFILE
USER PROFILE
GO
PROJECTS
GO
FIND A CONSULTANT
GIVE US FEEDBACK
LOGOUT
CREATED
PROJECT NAME
WELL NAME
HOLE SECTION NAME
REQUEST/DETAIL TYPE
28-APR-00 SOUTH PASS 68 RIG SPECIFICATION-DRILL SHIP
28-APR-00 SOUTH PASS 68 RIG SPECIFICATION-INLAND BARGE
01-SEP-00 SOUTH PASS 68 CASING
22-JUN-00 DWT 700 RIG SPECIFICATION-DRILL SHIP
22-JUN-00 DWT 700 RIG SPECIFICATION-INLAND BARGE
22-JUN-00 DWT 700 RIG SPECIFICATION-JACK-UP
22-JUN-00 DWT 700 RIG SPECIFICATION-PLATFORM
22-JUN-00 DWT 700 RIG SPECIFICATION-SEMI-SUBMERSIBLE
22-JUN-00 DWT 700 RIG SPECIFICATION-SUBMERSIBLE
16-AUG-00 DWT 700 ST 384 #1 WELLHEAD
21-AUG-00 YR2000 TENSLEEP PROI ST 384 #1-1 WELLHEAD
21-AUG-00 TEST ST 384-SS #2-1 FORMATION EVALUATION (OH/CH) AND WIRELINE SERVICES
26-APR-00 YR2000 TENSLEEP PROI DS5-15 RENTAL EQUIPMENT
18-MAY-00 SOUTH PASS 68 A-33 WELLHEAD
18-MAY-00 SOUTH PASS 68 A-33 SIMULATION
18-MAY- SOUTH PASS 68 A-33 RIG

FIG.10A

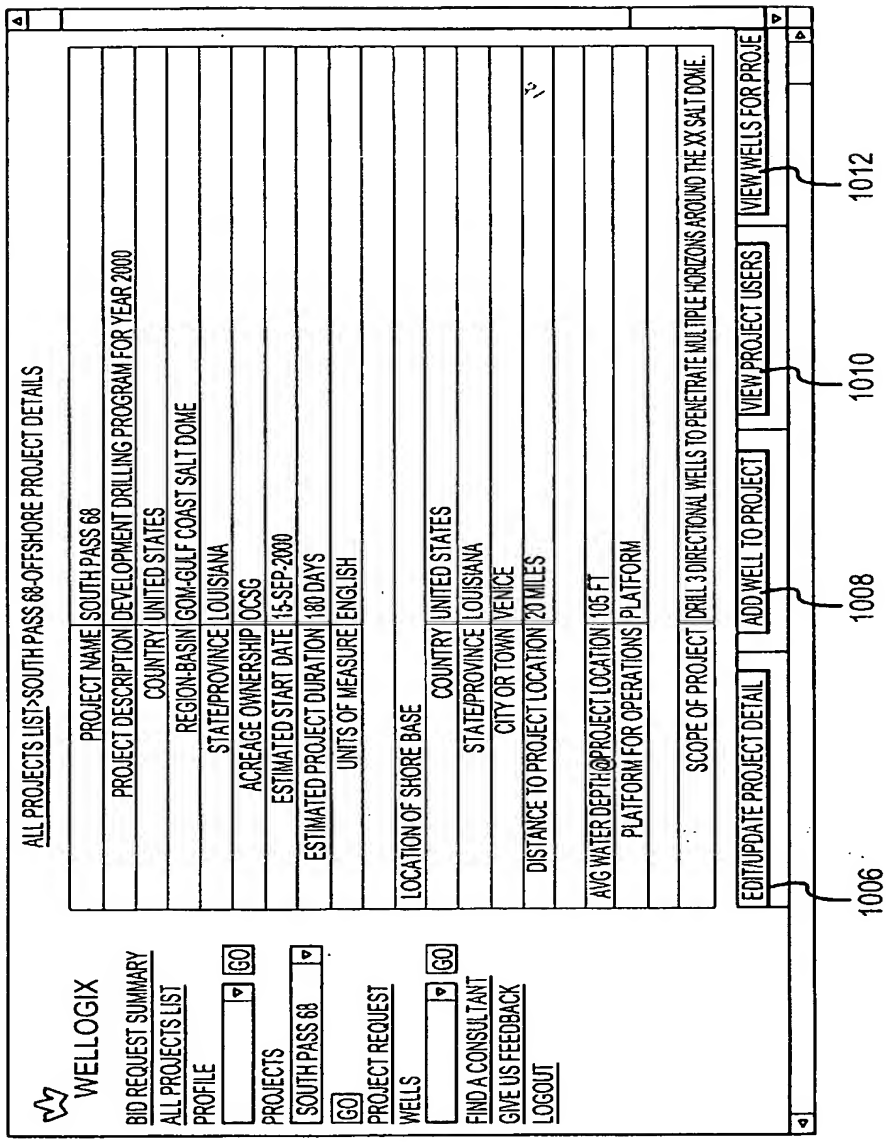
1004
WELLOGIX
BID REQUEST SUMMARY
ALL PROJECTS LIST
PROFILE
GO
PROJECTS
SOUTH PASS 68
GO
PROJECT REQUEST
WELLS
GO
FIND A CONSULTANT
GIVE US FEEDBACK
LOGOUT
ALL PROJECTS LIST>SOUTH PASS 68-OFFSHORE PROJECT DETAILS
PROJECT NAME SOUTH PASS 68
PROJECT DESCRIPTION DEVELOPMENT DRILLING PROGRAM FOR YEAR 2000
COUNTRY UNITED STATES
REGION-BASIN GOM-GULF COAST SALT DOME
STATE/PROVINCE LOUISIANA
ACREAGE OWNERSHIP OCSG
ESTIMATED START DATE 15-SEP-2000
ESTIMATED PROJECT DURATION 180 DAYS
UNITS OF MEASURE ENGLISH
LOCATION OF SHORE BASE
COUNTRY UNITED STATES
STATE/PROVINCE LOUISIANA
CITY OR TOWN VENICE
DISTANCE TO PROJECT LOCATION 20 MILES
AVG WATER DEPTH@PROJECT LOCATION 105 FT
PLATFORM FOR OPERATIONS PLATFORM
SCOPE OF PROJECT DRILL 3 DIRECTIONAL WELLS TO PENETRATE MULTIPLE HORIZONS AROUND THE XX SALT DOME.
EDIT/UPDATE PROJECT DETAIL
ADD WELL TO PROJECT
VIEW PROJECT USERS
VIEW WELLS FOR PROJE
1006
1008
1010
1012

FIG.10B

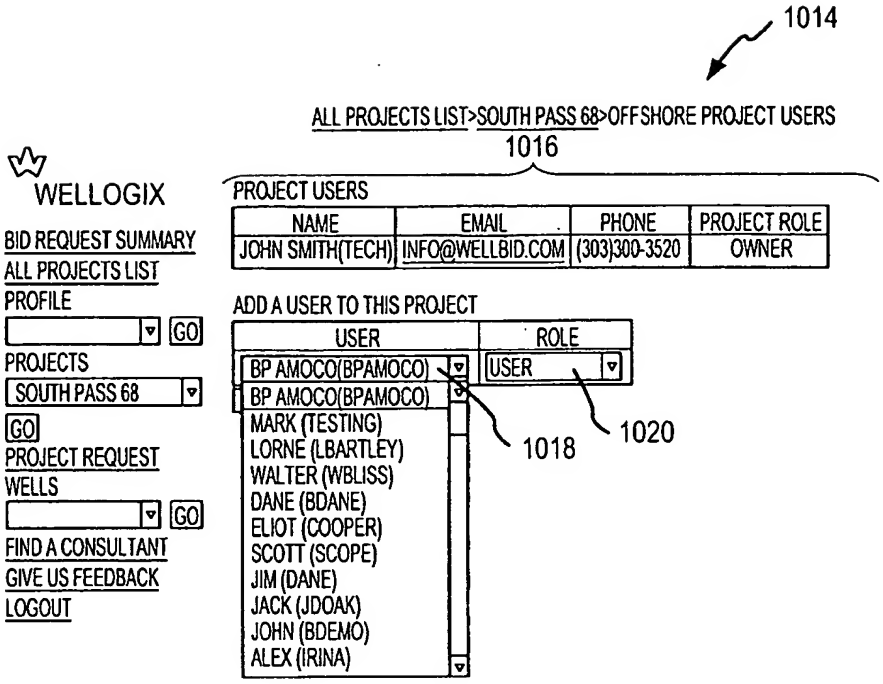
1014
ALL PROJECTS LIST>SOUTH PASS 68>OFF SHORE PROJECT USERS
1016
WELLOGIX
BID REQUEST SUMMARY
ALL PROJECTS LIST
PROFILE
GO
PROJECTS
SOUTH PASS 68
GO
PROJECT REQUEST
WELLS
GO
FIND A CONSULTANT
GIVE US FEEDBACK
LOGOUT
PROJECT USERS
NAME
EMAIL
PHONE
PROJECT ROLE
JOHN SMITH(TECH)
INFO@WELLBID.COM
(303)300-3520
OWNER
ADD A USER TO THIS PROJECT
USER
ROLE
BP AMOCO(BPAMOCO)
USER
BP AMOCO(BPAMOCO)
MARK (TESTING)
LORNE (LBARTLEY)
WALTER (WBLISS)
DANE (BDANE)
ELIOT (COOPER)
SCOTT (SCOPE)
JIM (DANE)
JACK (JDOAK)
JOHN (BDEMO)
ALEX (IRINA)
1018
1020

FIG.10C

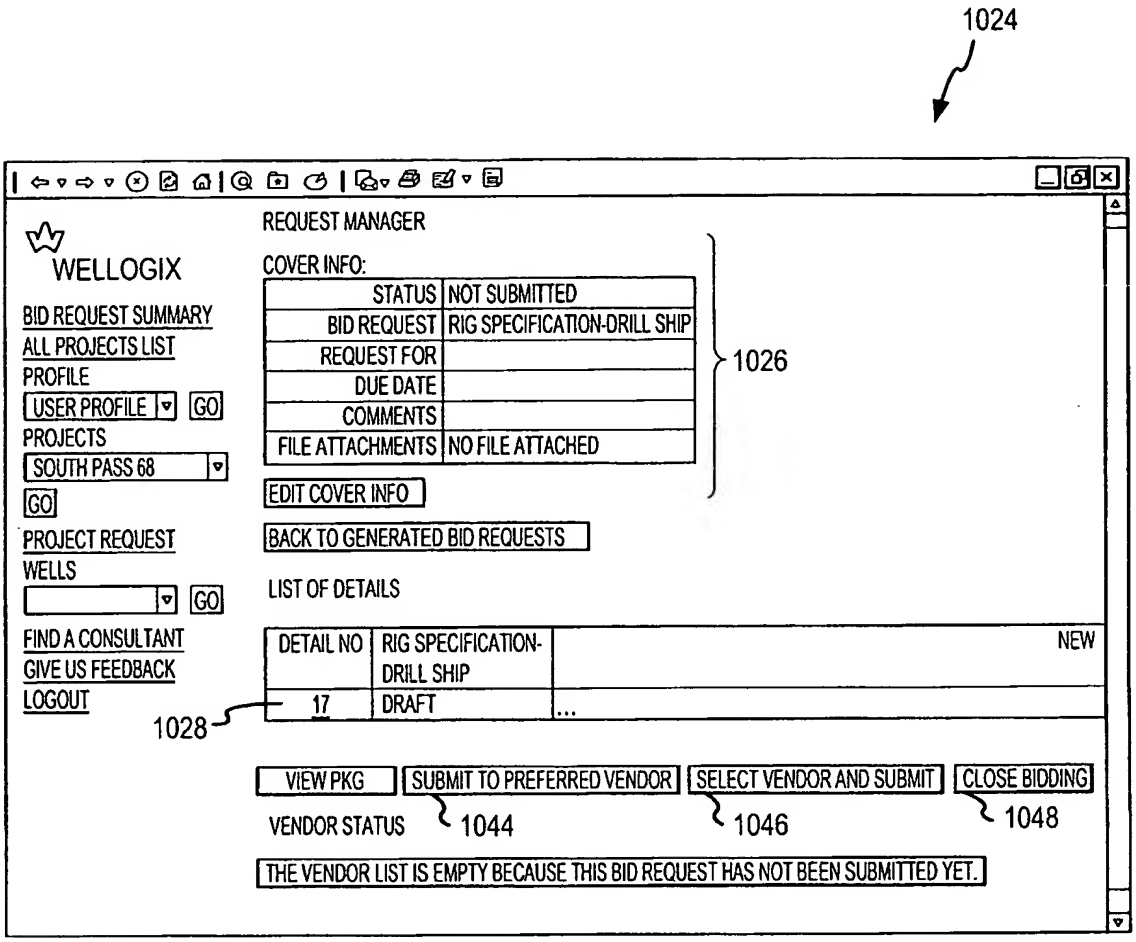
1024
WELLOGIX
BID REQUEST SUMMARY
ALL PROJECTS LIST
PROFILE
USER PROFILE
GO
PROJECTS
SOUTH PASS 68
GO
PROJECT REQUEST WELLS
GO
FIND A CONSULTANT
GIVE US FEEDBACK
LOGOUT
1028
REQUEST MANAGER
COVER INFO:
STATUS
NOT SUBMITTED
BID REQUEST
RIG SPECIFICATION-DRILL SHIP
REQUEST FOR
DUE DATE
COMMENTS
FILE ATTACHMENTS
NO FILE ATTACHED
1026
EDIT COVER INFO
BACK TO GENERATED BID REQUESTS
LIST OF DETAILS
DETAIL NO
RIG SPECIFICATION-DRILL SHIP
NEW
17
DRAFT
...
VIEW PKG
SUBMIT TO PREFERRED VENDOR
SELECT VENDOR AND SUBMIT
CLOSE BIDDING
VENDOR STATUS
1044
1046
1048
THE VENDOR LIST IS EMPTY BECAUSE THIS BID REQUEST HAS NOT BEEN SUBMITTED YET.

FIG.10D

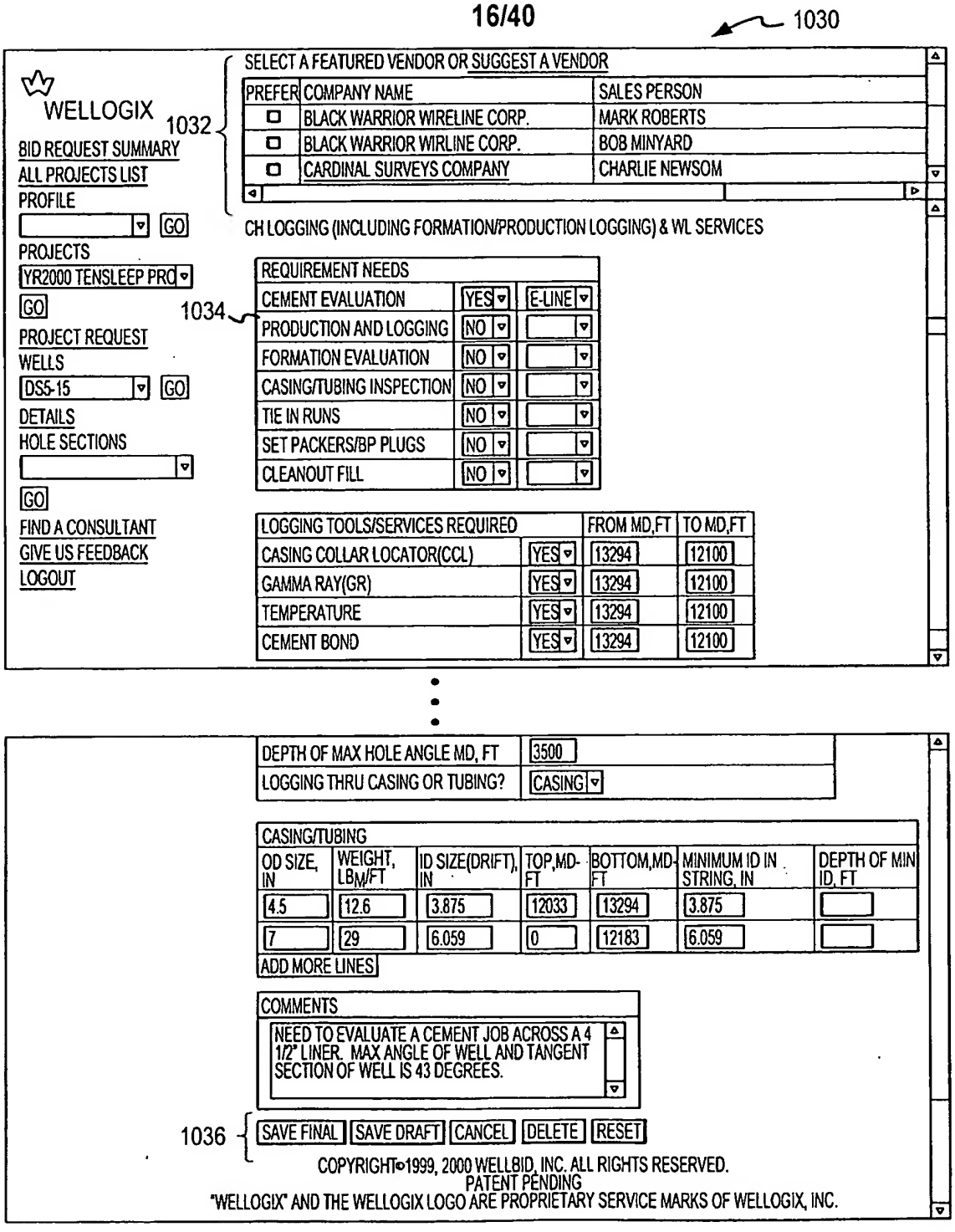
1030
WELLOGIX
1032
BID REQUEST SUMMARY
ALL PROJECTS LIST
PROFILE
GO
PROJECTS
YR2000 TENSLEEP PRO
GO
PROJECT REQUEST
WELLS
DS5-15
GO
DETAILS
HOLE SECTIONS
GO
FIND A CONSULTANT
GIVE US FEEDBACK
LOGOUT
SELECT A FEATURED VENDOR OR SUGGEST A VENDOR
PREFER
COMPANY NAME
SALES PERSON
BLACK WARRIOR WIRELINE CORP.
MARK ROBERTS
BLACK WARRIOR WIRLINE CORP.
BOB MINYARD
CARDINAL SURVEYS COMPANY
CHARLIE NEWSOM
CH LOGGING (INCLUDING FORMATION/PRODUCTION LOGGING) & WL SERVICES
1034
REQUIREMENT NEEDS
CEMENT EVALUATION
YES
E-LINE
PRODUCTION AND LOGGING
NO
FORMATION EVALUATION
NO
CASING/TUBING INSPECTION
NO
TIE IN RUNS
NO
SET PACKERS/BP PLUGS
NO
CLEANOUT FILL
NO
LOGGING TOOLS/SERVICES REQUIRED
FROM MD,FT
TO MD,FT
CASING COLLAR LOCATOR(CCL)
YES
13294
12100
GAMMA RAY(GR)
YES
13294
12100
TEMPERATURE
YES
13294
12100
CEMENT BOND
YES
13294
12100
DEPTH OF MAX HOLE ANGLE MD, FT
3500
LOGGING THRU CASING OR TUBING?
CASING
CASING/TUBING
OD SIZE, IN
WEIGHT, LBM/FT
ID SIZE(DRIFT), IN
TOP,MD-FT
BOTTOM,MD-FT
MINIMUM ID IN STRING, IN
DEPTH OF MIN ID, FT
4.5
12.6
3.875
12033
13294
3.875
7
29
6.059
0
12183
6.059
ADD MORE LINES
COMMENTS
NEED TO EVALUATE A CEMENT JOB ACROSS A 4 1/2" LINER. MAX ANGLE OF WELL AND TANGENT SECTION OF WELL IS 43 DEGREES.
1036
SAVE FINAL
SAVE DRAFT
CANCEL
DELETE
RESET
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FIG.10E

1040

WELLOGIX

BID REQUEST SUMMARY
ALL PROJECTS LIST
PROFILE
[ ] [GO]
PROJECTS
[YR2000 TENSLEEP PRO] [GO]
PROJECT REQUEST
WELLS
[DS5-15] [GO]
DETAILS
HOLE SECTIONS
[ ] [GO]
FIND A CONSULTANT
GIVE US FEEDBACK
LOGOUT

(REQUEST #3754) CH LOGGING & WL SERVICES

REQUEST TYPE:	AFE ESTIMATE
REPLY BY:	01-JUL-00

REQUESTED BY:	JOHN SMITH	OFFICE PHONE:	
TITLE:	GLOBAL DRILLING ENGINEER	FAX:	
COMPANY NAME:	BUYER SERVICES	E-MAIL:	
MAILING ADDRESS:	ADDRESS DENVER CO 80222	REGION & BASIN:	ROCKIES-BIG HORN

PROJECT NAME:	YR2000 TENSLEEP PRO
REGION & BASIN:	ROCKIES-BIG HORN
COUNTRY:	USA

WELL NAME:	DS5-15
WELL DESCRIPTION:	NEW TENSLEEP PRODUCER

TD MD, FT	13294
TD TVD, FT	10729
BHST DEG, F	250
WELLBORE FLUID WHILE LOGGING	BRINE
AVERAGE HOLE ANGLE, DEG	43
MAX HOLE ANGLE, DEG	43
DEPTH OF MAX HOLE ANGLE MD, FT	3500
LOGGING THRU CASING OR TUBING?	CASING

CASING/TUBING

OD SIZE, IN	WEIGHT, LBM/FT	ID SIZE(DRIFT) IN	TOP,MD-FT	BOTTOM,MD-FT	MINIMUM ID IN STRING, IN	DEPTH OF MIN ID, FT	TUBING TAIL DEPTH, FT
4.5	12.6	3.875	12033	13294	3.875		
7	29	6.059	0	12183	6.059		

COMMENTS

NEED TO EVALUATE A CEMENT JOB ACROSS A 4 1/2" LINER. MAX ANGLE OF WELL AND TANGENT SECTION OF WELL IS 43 DEGREES.

1042

CATEGORY ATTACHMENTS:
CASING SUMMARY
TUBING SUMMARY

FILE ATTACHMENTS:
NO FILE ATTACHED

[BACK]

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FIG.10F

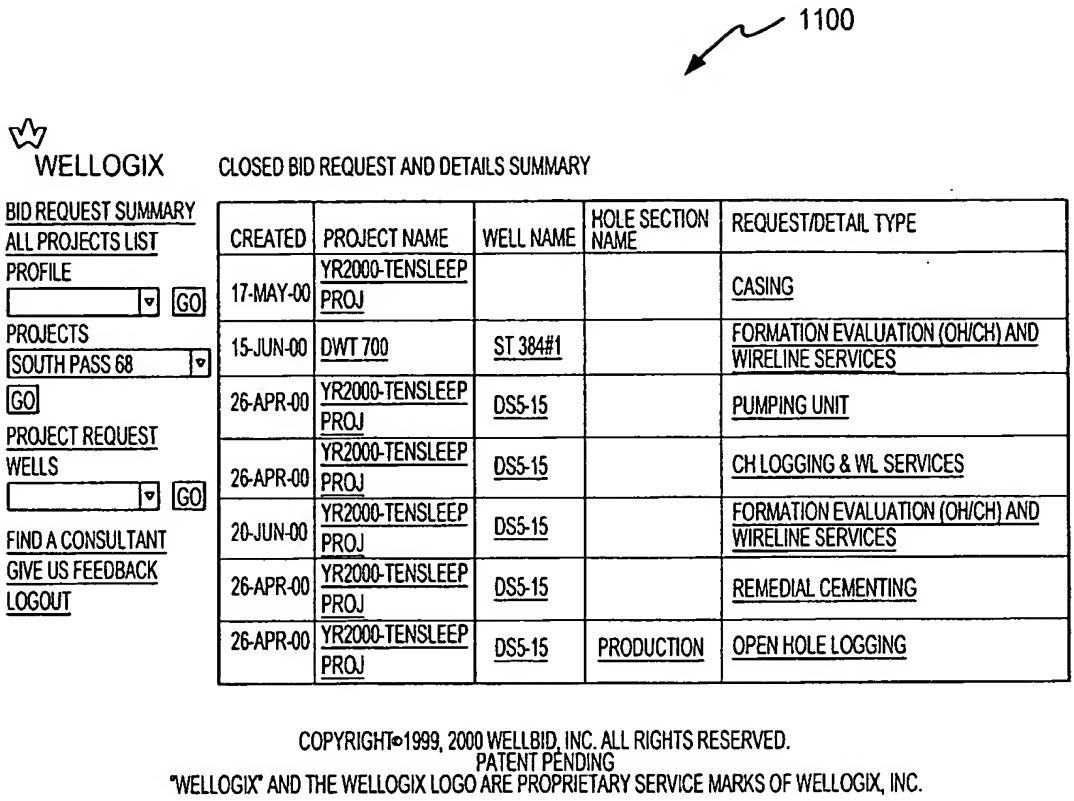

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FIG.11

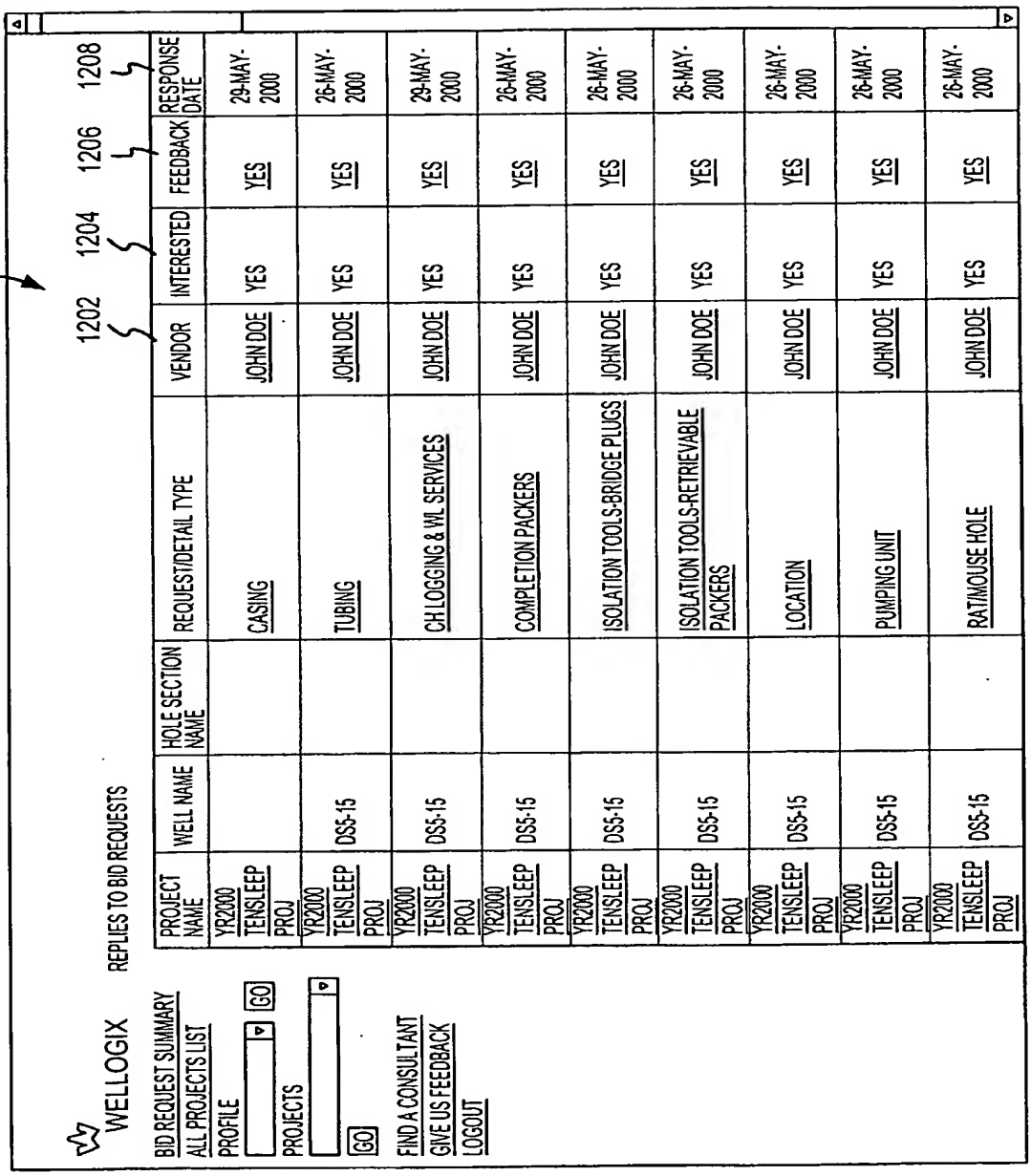
1200
1202
1204
1206
1208
WELLOGIX
REPLIES TO BID REQUESTS
BID REQUEST SUMMARY
ALL PROJECTS LIST
PROFILE
GO
PROJECTS
GO
FIND A CONSULTANT
GIVE US FEEDBACK
LOGOUT
PROJECT NAME
WELL NAME
HOLE SECTION NAME
REQUEST/DETAIL TYPE
VENDOR
INTERESTED
FEEDBACK
RESPONSE DATE
YR2000 TENSLEEP PROJ
CASING
JOHN DOE
YES
YES
29-MAY-2000
YR2000 TENSLEEP PROJ
DSS-15
TUBING
JOHN DOE
YES
YES
26-MAY-2000
YR2000 TENSLEEP PROJ
DSS-15
CH LOGGING & WL SERVICES
JOHN DOE
YES
YES
29-MAY-2000
YR2000 TENSLEEP PROJ
DSS-15
COMPLETION PACKERS
JOHN DOE
YES
YES
26-MAY-2000
YR2000 TENSLEEP PROJ
DSS-15
ISOLATION TOOLS-BRIDGE PLUGS
JOHN DOE
YES
YES
26-MAY-2000
YR2000 TENSLEEP PROJ
DSS-15
ISOLATION TOOLS-RETRIEVABLE PACKERS
JOHN DOE
YES
YES
26-MAY-2000
YR2000 TENSLEEP PROJ
DSS-15
LOCATION
JOHN DOE
YES
YES
26-MAY-2000
YR2000 TENSLEEP PROJ
DSS-15
PUMPING UNIT
JOHN DOE
YES
YES
26-MAY-2000
YR2000 TENSLEEP PROJ
DSS-15
RATMOUSE HOLE
JOHN DOE
YES
YES
26-MAY-2000

FIG.12A

WELLOGIX

VENDOR INFO

BID REQUEST SUMMARY
ALL PROJECTS LIST
PROFILE
PROJECTS

REPLIED BY:	JOHN DOE	OFFICE PHONE:	303 300 3520
TITLE:		FAX:	UNKNOWN
COMPANY NAME:	WELLBID VENDOR SERVICES	E-MAIL:	HURST@WELLBID.COM
MAILING ADDRESS:	4155 EAST JEWELL AVE. STE. 225 DENVER CO 80222	REGION & BASIN:	GOM-GULF COAST SALT DOME GOM-RIO GRANDE EMBAYMENT GULF STATES-SOUTH LOUISIANA ROCKIES-BIG HORN

FIND A CONSULTANT
GIVE US FEEDBACK
LOGOUT

BACK

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FIG.12B

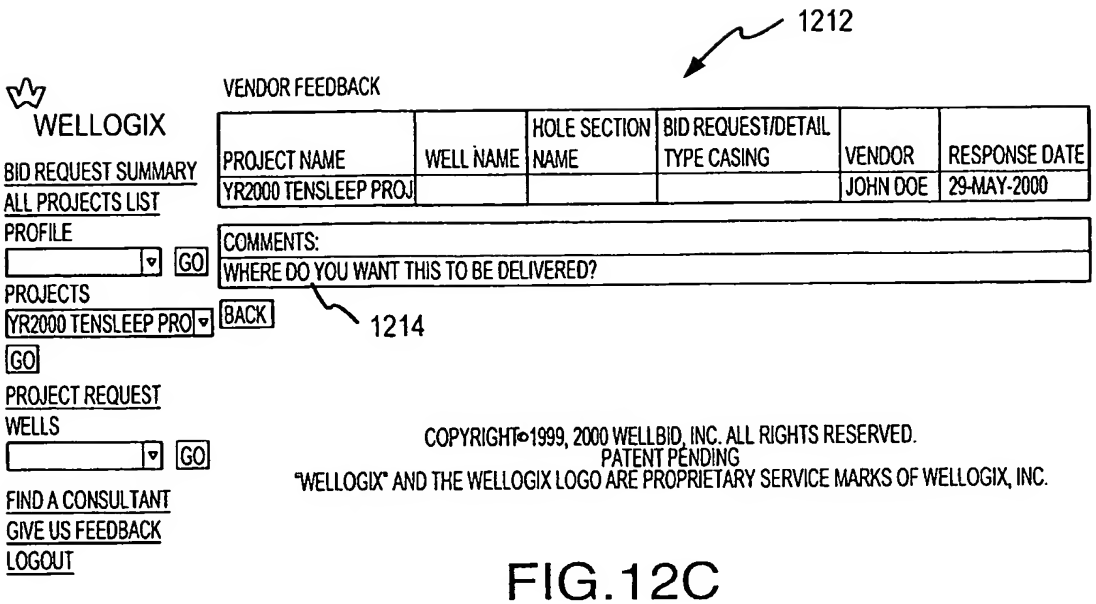
1212
WELLOGIX
VENDOR FEEDBACK
BID REQUEST SUMMARY
ALL PROJECTS LIST
PROFILE
GO
PROJECTS
YR2000 TENSLEEP PRO
BACK
GO
PROJECT REQUEST
WELLS
GO
FIND A CONSULTANT
GIVE US FEEDBACK
LOGOUT
PROJECT NAME
WELL NAME
HOLE SECTION NAME
BID REQUEST/DETAIL TYPE CASING
VENDOR
RESPONSE DATE
YR2000 TENSLEEP PROJ
JOHN DOE
29-MAY-2000
COMMENTS:
WHERE DO YOU WANT THIS TO BE DELIVERED?
1214
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FIG.12C

ALL PROJECTS

1300

VIEW PROJECTS BY ESTIMATED START DATE 01

SEQUENCE	NAME	REGION-BASIN	COUNTRY	STATUS	YOUR ROLE
1	YR2000 TENSLEEP PROJ	ROCKIES-BIG HORN	UNITED STATES	NEW	OWNER
2	SOUTH PASS 68	GOM-GULF COAST SALT DOME	UNITED STATES	NEW	OWNER
3	DWT 700	GOM-RIO GRANDE EMBAYMENT	UNITED STATES	NEW	OWNER
4	NAME YOUR PROJECT	GOM-GULF COAST SALT DOME	UNITED STATES	NEW	OWNER
5	TEST	GOM-RIO GRANDE EMBAYMENT	UNITED STATES	NEW	OWNER
6	FRED			NEW	OWNER
7	JTK PROJECT	ROCKIES-DENVER-JULESBURG	UNITED STATES	NEW	OWNER
8	NAME YOUR PROJECT			NEW	OWNER
9	JOHN'S PROJECT	ROCKIES-BIG HORN	UNITED STATES	NEW	OWNER

CREATE ONSHORE PROJECT | CREATE OFFSHORE PROJECT — 1304

1302

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FIG.13

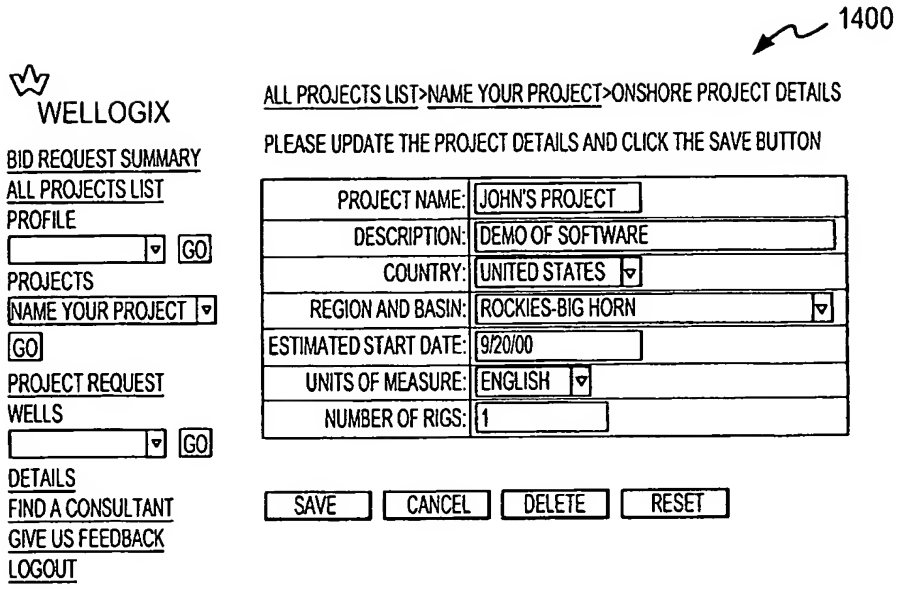
1400
WELLOGIX
BID REQUEST SUMMARY
ALL PROJECTS LIST
PROFILE
GO
PROJECTS
NAME YOUR PROJECT
GO
PROJECT REQUEST
WELLS
GO
DETAILS
FIND A CONSULTANT
GIVE US FEEDBACK
LOGOUT
ALL PROJECTS LIST>NAME YOUR PROJECT>ONSHORE PROJECT DETAILS
PLEASE UPDATE THE PROJECT DETAILS AND CLICK THE SAVE BUTTON
PROJECT NAME: JOHN'S PROJECT
DESCRIPTION: DEMO OF SOFTWARE
COUNTRY: UNITED STATES
REGION AND BASIN: ROCKIES-BIG HORN
ESTIMATED START DATE: 9/20/00
UNITS OF MEASURE: ENGLISH
NUMBER OF RIGS: 1
SAVE
CANCEL
DELETE
RESET

FIG.14A

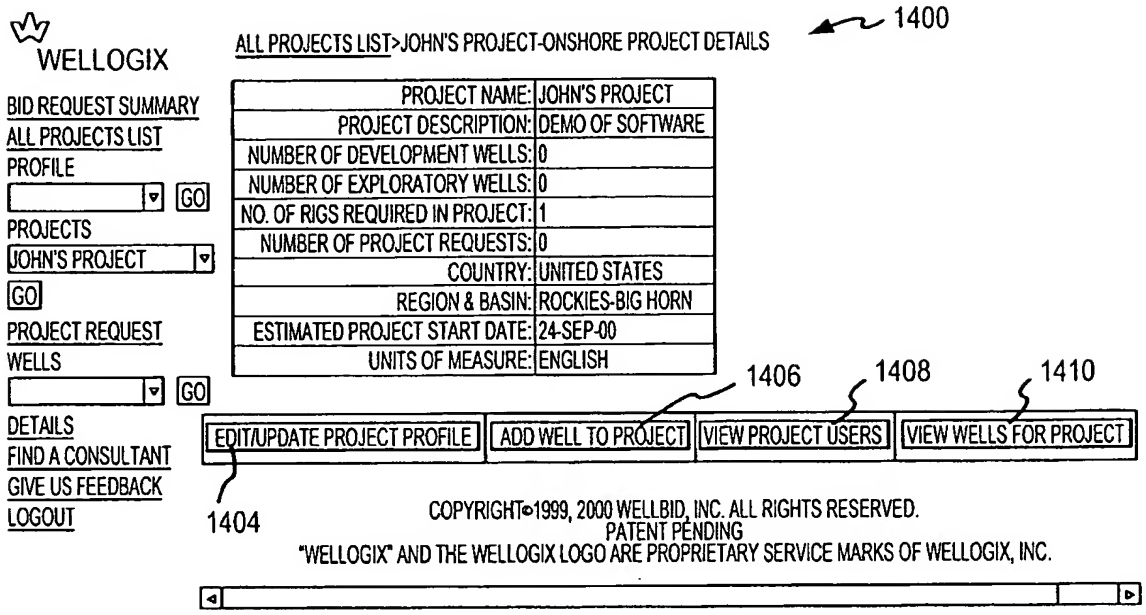
WELLOGIX
ALL PROJECTS LIST>JOHN'S PROJECT-ONSHORE PROJECT DETAILS
1400
BID REQUEST SUMMARY
ALL PROJECTS LIST
PROFILE
GO
PROJECTS
JOHN'S PROJECT
GO
PROJECT REQUEST
WELLS
GO
DETAILS
FIND A CONSULTANT
GIVE US FEEDBACK
LOGOUT
PROJECT NAME: JOHN'S PROJECT
PROJECT DESCRIPTION: DEMO OF SOFTWARE
NUMBER OF DEVELOPMENT WELLS: 0
NUMBER OF EXPLORATORY WELLS: 0
NO. OF RIGS REQUIRED IN PROJECT: 1
NUMBER OF PROJECT REQUESTS: 0
COUNTRY: UNITED STATES
REGION & BASIN: ROCKIES-BIG HORN
ESTIMATED PROJECT START DATE: 24-SEP-00
UNITS OF MEASURE: ENGLISH
1406
1408
1410
EDIT/UPDATE PROJECT PROFILE
ADD WELL TO PROJECT
VIEW PROJECT USERS
VIEW WELLS FOR PROJECT
1404
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FIG.14B

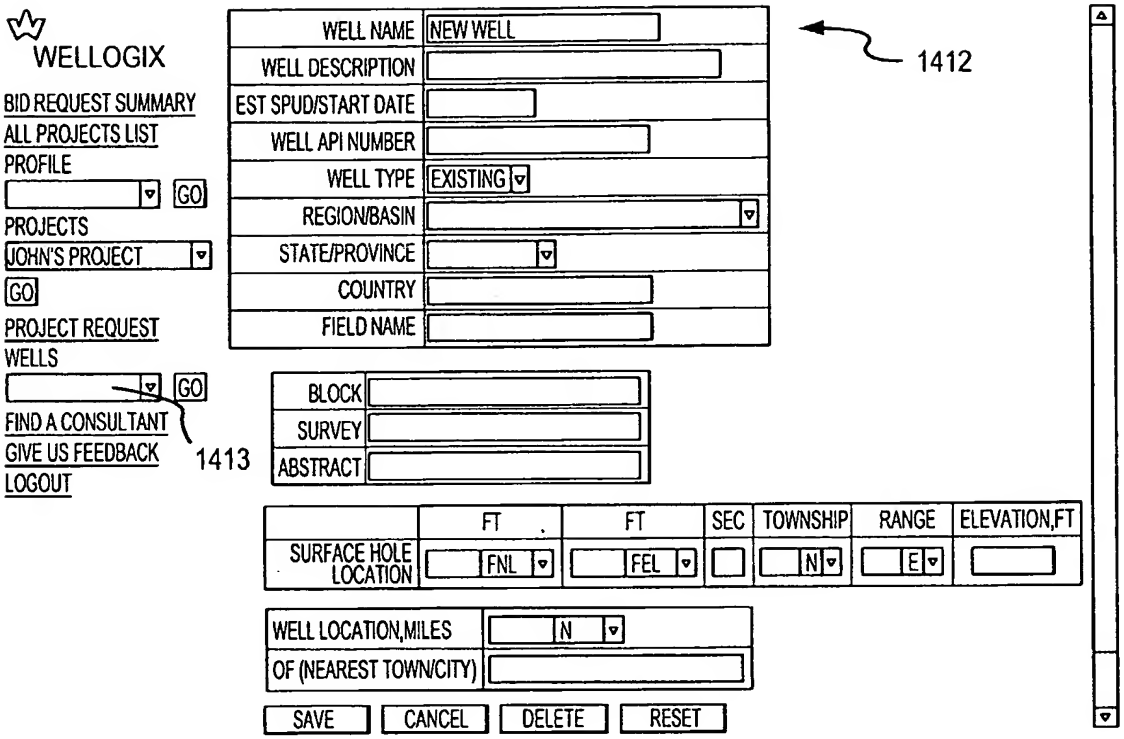
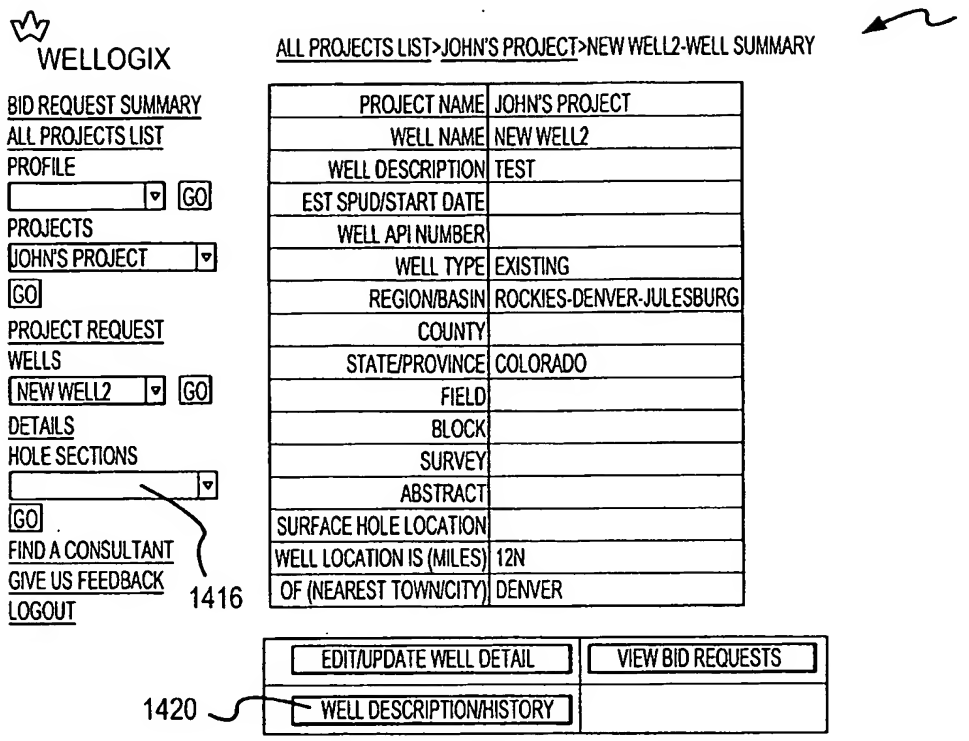

WELLOGIX
BID REQUEST SUMMARY
ALL PROJECTS LIST
PROFILE
GO
PROJECTS
JOHN'S PROJECT
GO
PROJECT REQUEST
WELLS
GO
FIND A CONSULTANT
GIVE US FEEDBACK
LOGOUT
1413
WELL NAME
NEW WELL
WELL DESCRIPTION
EST SPUD/START DATE
WELL API NUMBER
WELL TYPE
EXISTING
REGION/BASIN
STATE/PROVINCE
COUNTRY
FIELD NAME
1412
BLOCK
SURVEY
ABSTRACT
FT
FT
SEC
TOWNSHIP
RANGE
ELEVATION,FT
SURFACE HOLE LOCATION
FNL
FEL
N
E
WELL LOCATION,MILES
OF (NEAREST TOWN/CITY)
N
SAVE
CANCEL
DELETE
RESET

FIG.14C



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PATENT PENDING
"WELLOGIX" AND THE WELLOGIX LOGO ARE PROPRIETARY SERVICE MARKS OF WELLOGIX, INC.

FIG.14D

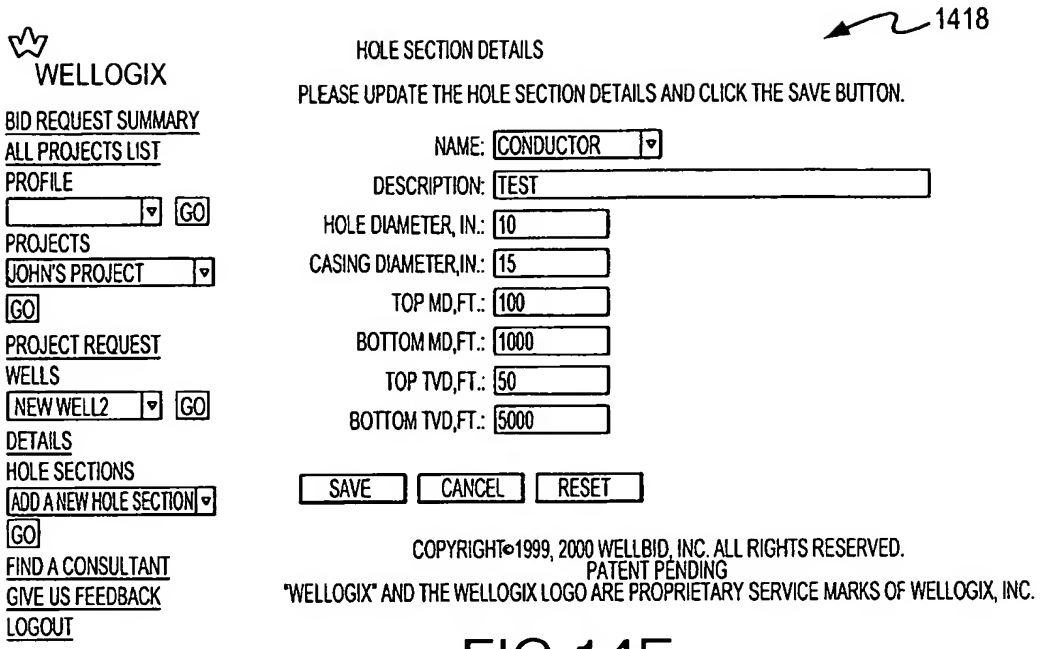
1418
WELLOGIX
BID REQUEST SUMMARY
ALL PROJECTS LIST
PROFILE
GO
PROJECTS
JOHN'S PROJECT
GO
PROJECT REQUEST
WELLS
NEW WELL2
GO
DETAILS
HOLE SECTIONS
ADD A NEW HOLE SECTION
GO
FIND A CONSULTANT
GIVE US FEEDBACK
LOGOUT
HOLE SECTION DETAILS
PLEASE UPDATE THE HOLE SECTION DETAILS AND CLICK THE SAVE BUTTON.
NAME: CONDUCTOR
DESCRIPTION: TEST
HOLE DIAMETER, IN.: 10
CASING DIAMETER,IN.: 15
TOP MD,FT.: 100
BOTTOM MD,FT.: 1000
TOP TVD,FT.: 50
BOTTOM TVD,FT.: 5000
SAVE
CANCEL
RESET
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FIG.14E

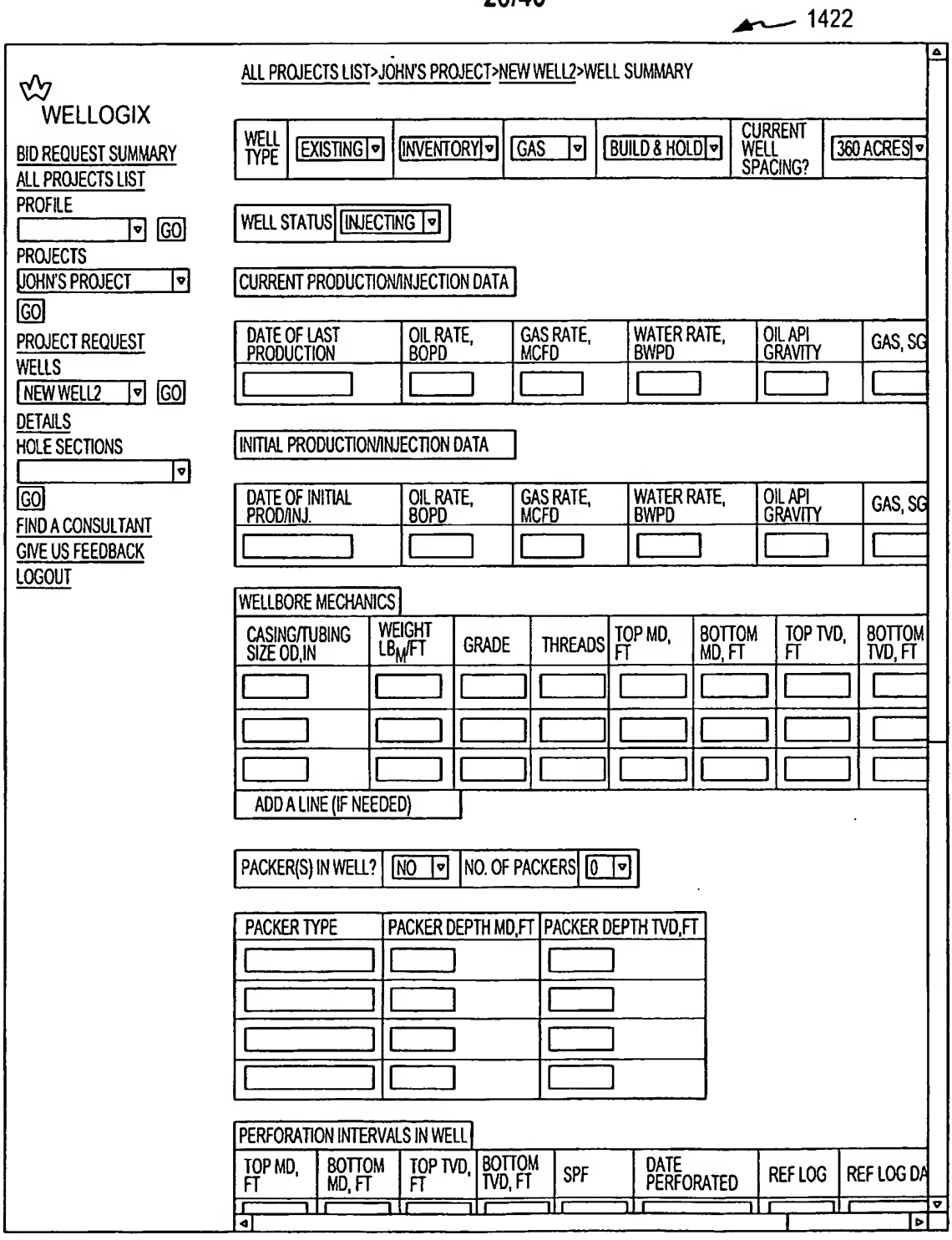

1422
ALL PROJECTS LIST>JOHN'S PROJECT>NEW WELL2>WELL SUMMARY
WELLOGIX
BID REQUEST SUMMARY
ALL PROJECTS LIST
PROFILE
GO
PROJECTS
JOHN'S PROJECT
GO
PROJECT REQUEST
WELLS
NEW WELL2
GO
DETAILS
HOLE SECTIONS
GO
FIND A CONSULTANT
GIVE US FEEDBACK
LOGOUT
WELL TYPE
EXISTING
INVENTORY
GAS
BUILD & HOLD
CURRENT WELL SPACING?
360 ACRES
WELL STATUS
INJECTING
CURRENT PRODUCTION/INJECTION DATA
DATE OF LAST PRODUCTION
OIL RATE, BOPD
GAS RATE, MCFD
WATER RATE, BWPD
OIL API GRAVITY
GAS, SG
INITIAL PRODUCTION/INJECTION DATA
DATE OF INITIAL PROD/INJ.
OIL RATE, BOPD
GAS RATE, MCFD
WATER RATE, BWPD
OIL API GRAVITY
GAS, SG
WELLBORE MECHANICS
CASING/TUBING SIZE OD,IN
WEIGHT LBM/FT
GRADE
THREADS
TOP MD, FT
BOTTOM MD, FT
TOP TVD, FT
BOTTOM TVD, FT
ADD A LINE (IF NEEDED)
PACKER(S) IN WELL?
NO
NO. OF PACKERS
0
PACKER TYPE
PACKER DEPTH MD,FT
PACKER DEPTH TVD,FT
PERFORATION INTERVALS IN WELL
TOP MD, FT
BOTTOM MD, FT
TOP TVD, FT
BOTTOM TVD, FT
SPF
DATE PERFORATED
REF LOG
REF LOG DA

FIG.14F

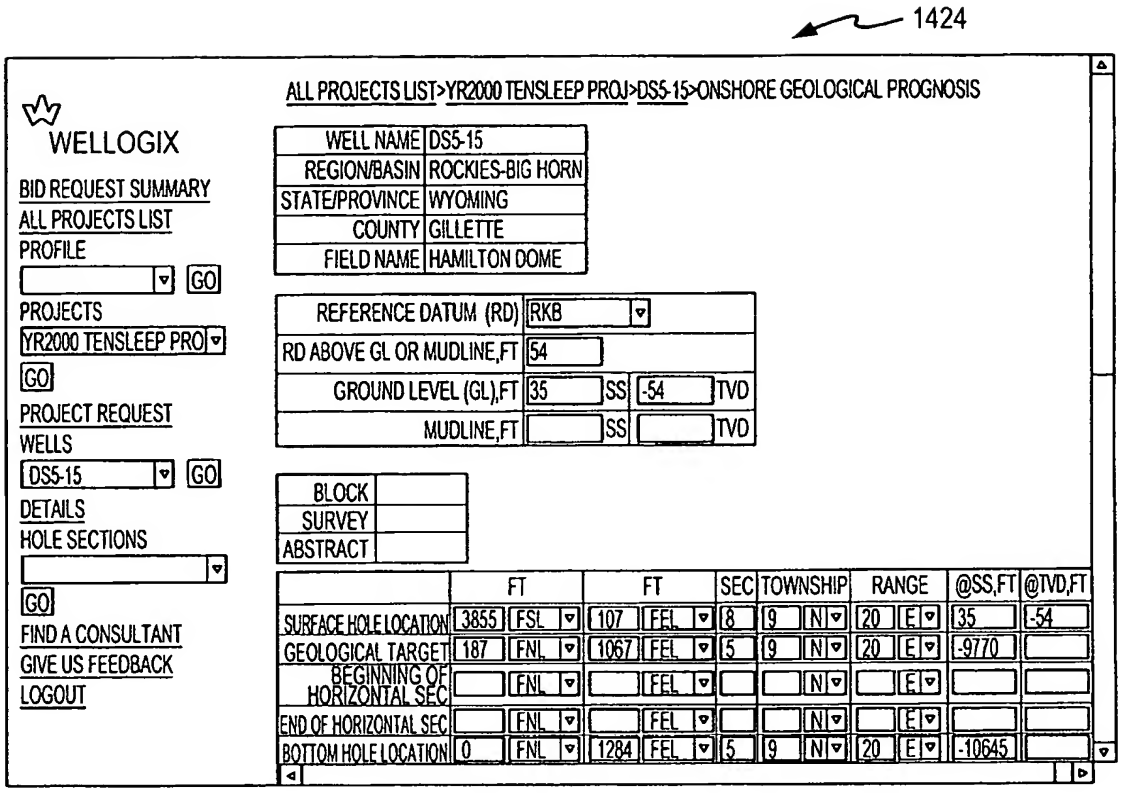

1424
ALL PROJECTS LIST>YR2000 TENSLEEP PROJ>DS5-15>ONSHORE GEOLOGICAL PROGNOSIS
WELLOGIX
BID REQUEST SUMMARY
ALL PROJECTS LIST
PROFILE
GO
PROJECTS
YR2000 TENSLEEP PRO
GO
PROJECT REQUEST
WELLS
DS5-15
GO
DETAILS
HOLE SECTIONS
GO
FIND A CONSULTANT
GIVE US FEEDBACK
LOGOUT
WELL NAME DS5-15
REGION/BASIN ROCKIES-BIG HORN
STATE/PROVINCE WYOMING
COUNTY GILLETTE
FIELD NAME HAMILTON DOME
REFERENCE DATUM (RD) RKB
RD ABOVE GL OR MUDLINE,FT 54
GROUND LEVEL (GL),FT 35 SS -54 TVD
MUDLINE,FT SS TVD
BLOCK
SURVEY
ABSTRACT
FT FT SEC TOWNSHIP RANGE @SS,FT @TVD,FT
SURFACE HOLE LOCATION 3855 FSL 107 FEL 8 9 N 20 E 35 -54
GEOLOGICAL TARGET 187 FNL 1067 FEL 5 9 N 20 E -9770
BEGINNING OF HORIZONTAL SEC FNL FEL N E
END OF HORIZONTAL SEC FNL FEL N E
BOTTOM HOLE LOCATION 0 FNL 1284 FEL 5 9 N 20 E -10645

FIG.14G

1500

WELLOGIX

PROFILE

GO

SERVICES PROVIDED
SEARCH REQUESTS
REQUEST INBOX

FIND A CONSULTANT
GIVE US FEEDBACK
LOGOUT

(REQUEST #4328) PRIMARY CEMENTING

REQUEST TYPE:	CURRENT CONTRACT PRICING
REPLY BY:	

REQUESTED BY:	ROBERT T DE JONG	OFFICE PHONE:	(303) 3003520-250
TITLE:		FAX:	UNKNOWN
COMPANY NAME:	COMPANY #1	E-MAIL	DEJONG@WELLBID.COM
MAILING ADDRESS:	4155 E JEWELL AV SUITE 300 DENVER CO 80222	REGION & BASIN:	CANADA-ALBERTA CANADA-BRITISH COLUMBIA CANADA-EASTERN CANADIAN OFFSHORE CANADA-FAR NORTH CANADA-SASKATCHEWAN GOM-APALACHICOLA GOM-GULF COAST SALT DOME GOM-RIO GRANDE EMBAYMENT GULF STATES-BLACK WARRIOR GULF STATES-CENTRAL TEXAS GULF STATES-EAST TEXAS GULF STATES-NORTH LUISIANA GULF STATES-PERMIAN GULF STATES-SOUTH LOUISIANA GULF STATES-SOUTH TEXAS MID-CON-ANADARKO MID-CON-ARDMORE MID-CON-ARKOME MID-CON-DELHART MID-CON-HUGOTON MID-CON-KANSASNEBRASKA NORTHEASTERN-APPALACHIA NORTHEASTERN-ILLINOIS NORTHEASTERN-MICHIGAN PACIFIC-COOK INLET PACIFIC-SACRAMENTO PACIFIC-NORTH SLOPE PACIFIC-SAN JOAQUIN ROCKIES-BIG HORN

PROJECT NAME:	PL PROJECT
REGION & BASIN:	ROCKIES-GREEN RIVER
COUNTRY:	USA

WELL NAME:	FEDERAL STATE 5-10-1
WELL DESCRIPTION:	DRILL AND COMPLETE A DAKOTA PRODUCER
EST SPUD/START DATE:	01-NOV-2000
WELL API NUMBER:	51-23-23598-60
WELL TYPE:	NEW
REGION & BASIN:	ROCKIES-BIG HORN
COUNTRY:	UNITED STATES
STATE/PROVINCE:	WYOMING
COUNTY:	EVANSTON, WYOMING
FIELD:	FEDERAL STATE FIELD
BLCOK:	
SURVEY:	
ABSTRACT:	
SURFACE LOCATION:	@3855' FNL,107' FEL,SEC 8,T9,R20,8500FT,UM
WELL LOCATION IS:	56 MILES N
OF (NEAREST/CITY):	EVANSTON

COMMENTS	IF YOU HAVE IDEAS ON HOW WE CAN DO AWAY WITH A 2 STAGE JOB,I WILL BE WILLING TO ENTERTAIN THEM

CASING PROGRAM

FIG.15A

COMMENTS	IF YOU HAVE IDEAS ON HOW WE CAN DO AWAY WITH A 2 STAGE JOB,I WILL BE WILLING TO ENTERTAIN THEM

CASING PROGRAM

HOLE SECTION	HOLE DIAMETER, IN	CASING SIZE,IN	WEIGHT LB_M/FT	GRADE	THREADS	TOP MD,FT	BOTTOM MD,FT	LENGTH MD,FT	TOP TVD, FT	BOTTOM TVD,FT
CONDUCTOR	24	20	91.1	H-40	WELD	37	116	79	37	116
SURFACE	12.25	9.625	40	L-80	BTC	35	5219	5184	35	4554
INTERMEDIATE 1	8.5	7	29	USS-95	BTC-MOD	33	12183	12150	33	9854
PRODUCTION	6	4.5	12.6	L-80	BTC-MOD	12033	13294	1261	9744	10729

HOLE SECTION:CONDUCTOR

HOLE DIAMETER IN	TOP MD,FT	BOTTOM MD,FT	LENGTH MD,FT	TOP TVD,FT	BOTTOM TVD,FT	LENGTH TVD,FT	MUD TYPE	MAX MW, PPG
24	37	116	79	37	116	79		

HOLE SECTION:SURFACE

HOLE DIAMETER IN	TOP MD,FT	BOTTOM MD,FT	LENGTH MD,FT	TOP TVD,FT	BOTTOM TVD,FT	LENGTH TVD,FT	MUD TYPE	MAX MW, PPG
12.25	116	5219	5103	116	4554	4438	SPUD MUD	9.8

GEOLOGICAL ISSUES WITHIN HOLE SECTION

H2S IN HOLE SECTION	CONCENTRATION,PPM	MIN DEPTH OF H25 MD,FT	
☐			
PENETRATE SALT IN HOLE SECTION	TOP OF SALT SECTION MD,FT	THICKNESS OF SALT SECTION MD,FT	SALT SECTION FLOWING
☐			☐
GAS MIGRATION PROBLEMS EXPECTED	TOP OF GAS ZONE MD,FT	PRESSURE@DEPTH,PSI	DESIRED TECHNIQUE
☐			
MIN FRAC GRADIENT(1),PPG	DEPTH OF FRAC GRADIENT(1) MD,FT	MIN FRAC GRADIENT (2), PPG	DEPTH OF FRAC GRADIENT (2) MD,FT

1ST STAGE

NUMBER OF FLUSHES IN STAGE 1	1	NUMBER OF FLUSHES IN STAGE 1	1

FLUSH/SPACERS	NAME	VOLUME,BBL	DENSITY,PPG
PREFLUSH	FRESH WATER	300	8.3

CEMENT SLURRY NO. 1	TAIL 1	TYPE	LIQUID		
TOP OF SLURRY MD,FT	BOTTOM OF SLURRY MD,FT	TOP OF SLURRY TVD,FT	BOTTOM OF SLURRY TVD,FT		
0	5219	0	4554		
OH EXCESS REQUIRED,%	CH EXCESS REQUIRED,%	MAX DENSITY, PPG	DESIRED FL, CC/38MINE	BHST,F	BHCT, F
25	0	12.4	50	110	
12-HR COMP STRENGTH,PSI	24-HR COMP STRENGTH,PSI	ULT STRENGTH, PSI	EST THICKENING TIME,HR	TRANSITION TIME,MIN	
1500	2500	2600	4		

PUMPING REQUIREMENTS FOR THIS STAGE		
MAX SLURRY MIXING RATE,BPM	MAX SLURRY PUMPING RATE,BPM	MAX SLURRY DISPLACEMENT RATE,BPM
25	25	25

FIG.15B

MISCELLANEOUS EQUIPMENT/SERVICE NEEDS FOR HOLE SECTION

BATCH MIXER	☑	SIZE	
STANDBY PUMPING EQUIPMENT	☑	NO. OF UNITS	
COMPUTER MONITORING EQUIPMENT	☑		
ADDITIVES IN LIQUID FORM	☑		

SPECIAL PERSONNEL REQUIREMENTS: NONE

COMMENTS FOR THIS HOLE SECTION

HOLE SECTION:INTERMEDIATE 1

HOLE DIAMETER IN	TOP MD,FT	BOTTOM MD,FT	LENGTH MD,FT	TOP TVD,FT	BOTTOM TVD,FT	LENGTH TVD,FT	MUD TYPE	MAX MW, PPG
8.5	5219	12183	6964	4554	9854	5300	KCL POLYMER	10

HOLE SECTION:PRODUCTION

HOLE DIAMETER IN	TOP MD,FT	BOTTOM MD,FT	LENGTH MD,FT	TOP TVD,FT	BOTTOM TVD,FT	LENGTH TVD,FT	MUD TYPE	MAX MW, PPG
6	12183	13294	1111	9854	10729	875	KCL POLYMER	12.4

CATEGORY
ATTACHMENTS: FILE ATTACHMENTS:
THERE ARE NO 200000105 TIME VS DEPTH
ATTACHMENTS. CURVE.XIS(17.00KB)

INTERESTED | NOT INTERESTED | SUBMIT BID/PROPOSAL

MISCELLANEOUS EQUIPMENT/SERVICE NEEDS FOR HOLE SECTION

BATCH MIXER	☑	SIZE	
STANDBY PUMPING EQUIPMENT	☑	NO. OF UNITS	
COMPUTER MONITORING EQUIPMENT	☑		
ADDITIVES IN LIQUID FORM	☑		

SPECIAL PERSONNEL REQUIREMENTS: NONE

COMMENTS FOR THIS HOLE SECTION

HOLE SECTION:INTERMEDIATE 1

HOLE DIAMETER IN	TOP MD,FT	BOTTOM MD,FT	LENGTH MD,FT	TOP TVD,FT	BOTTOM TVD,FT	LENGTH TVD,FT	MUD TYPE	MAX MW, PPG
8.5	5219	12183	6964	4554	9854	5300	KCL POLYMER	10

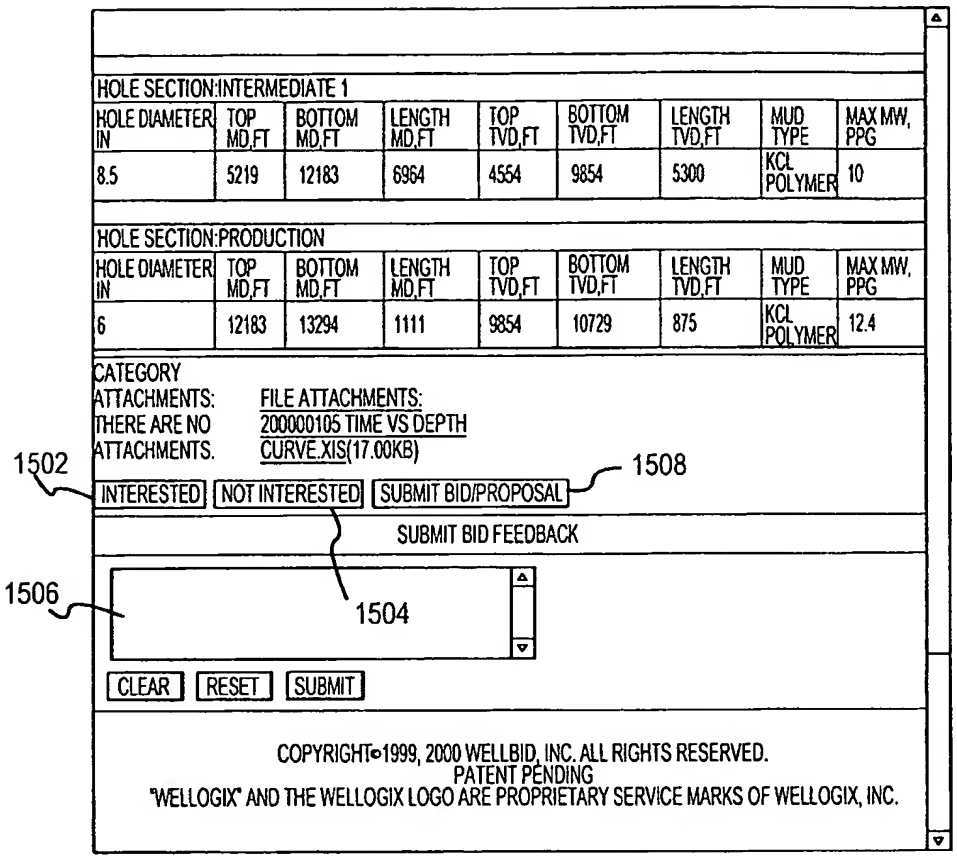
HOLE SECTION:PRODUCTION

HOLE DIAMETER IN	TOP MD,FT	BOTTOM MD,FT	LENGTH MD,FT	TOP TVD,FT	BOTTOM TVD,FT	LENGTH TVD,FT	MUD TYPE	MAX MW, PPG
6	12183	13294	1111	9854	10729	875	KCL POLYMER	12.4

CATEGORY
ATTACHMENTS: FILE ATTACHMENTS:
THERE ARE NO 200000105 TIME VS DEPTH
ATTACHMENTS. CURVE.XIS(17.00KB)

INTERESTED | NOT INTERESTED | SUBMIT BID/PROPOSAL

FIG.15C


HOLE SECTION:INTERMEDIATE 1
HOLE DIAMETER IN
TOP MD,FT
BOTTOM MD,FT
LENGTH MD,FT
TOP TVD,FT
BOTTOM TVD,FT
LENGTH TVD,FT
MUD TYPE
MAX MW, PPG
8.5
5219
12183
6964
4554
9854
5300
KCL POLYMER
10
HOLE SECTION:PRODUCTION
HOLE DIAMETER IN
TOP MD,FT
BOTTOM MD,FT
LENGTH MD,FT
TOP TVD,FT
BOTTOM TVD,FT
LENGTH TVD,FT
MUD TYPE
MAX MW, PPG
6
12183
13294
1111
9854
10729
875
KCL POLYMER
12.4
CATEGORY
ATTACHMENTS:
THERE ARE NO
ATTACHMENTS.
FILE ATTACHMENTS:
20000105 TIME VS DEPTH
CURVE.XIS(17.00KB)
1502
INTERESTED
NOT INTERESTED
SUBMIT BID/PROPOSAL
1508
SUBMIT BID FEEDBACK
1506
1504
CLEAR
RESET
SUBMIT
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PATENT PENDING
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FIG.15D

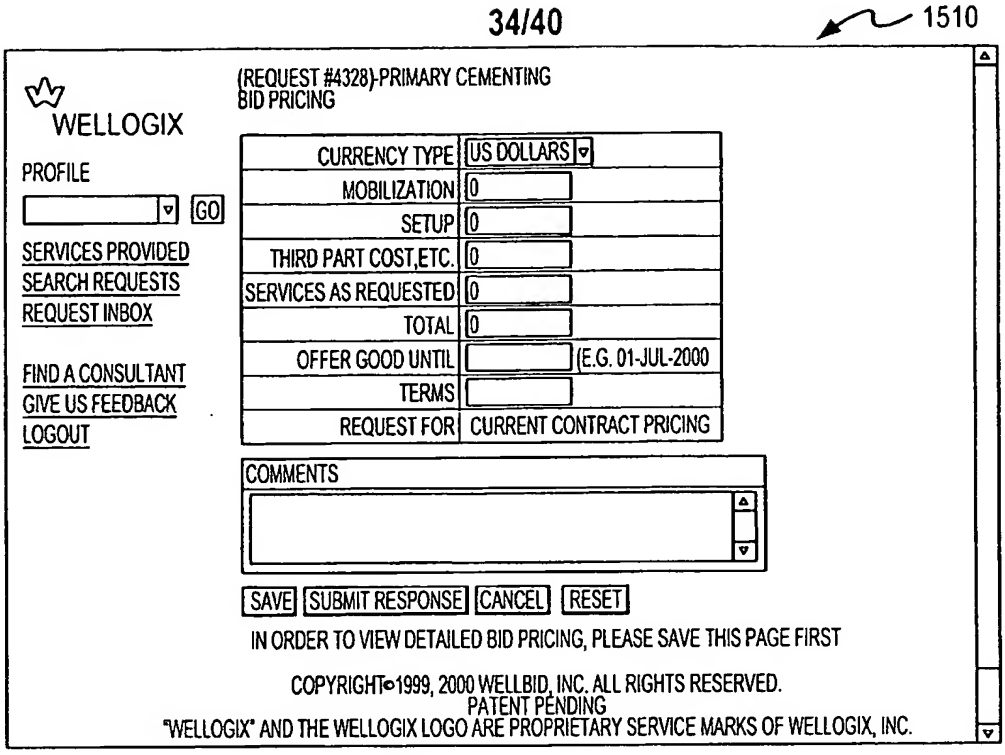

FIG.15E

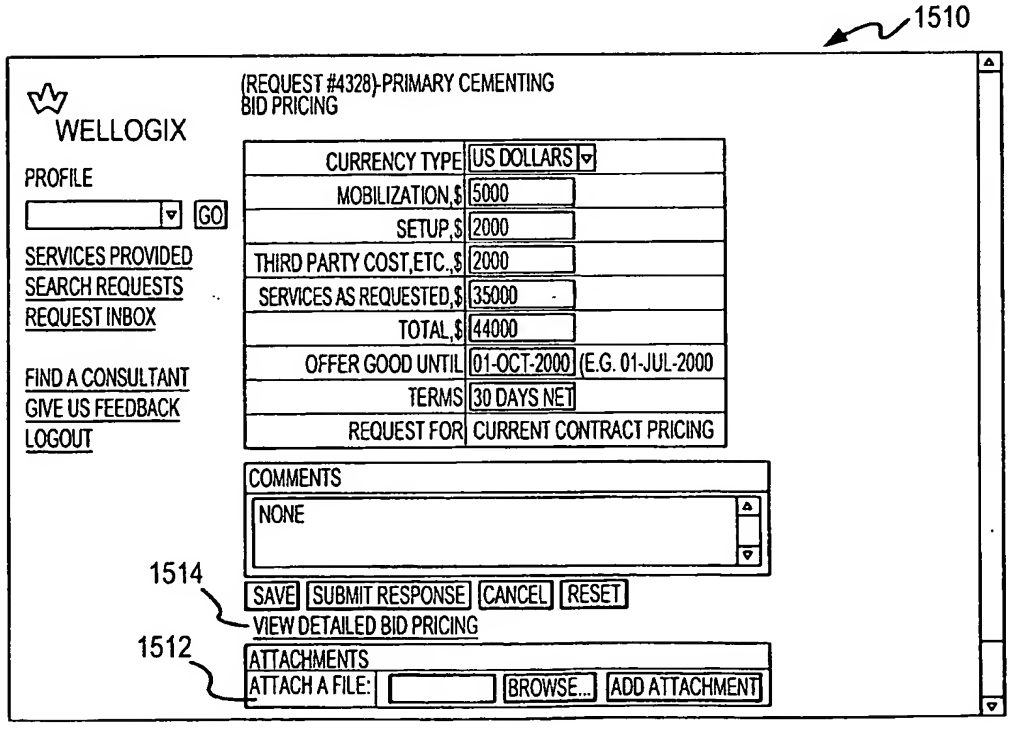

FIG.15F

1516

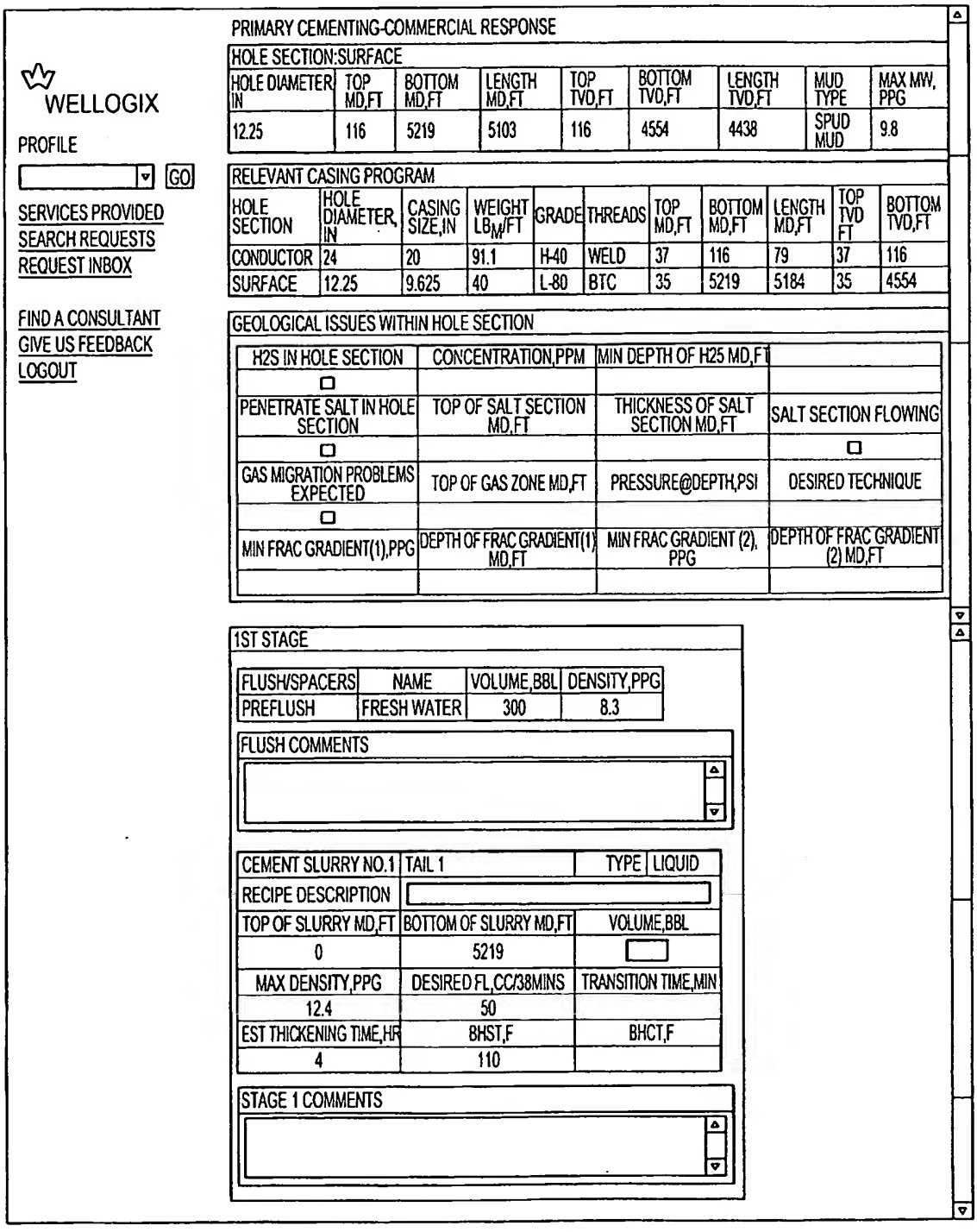
WELLOGIX
PROFILE
GO
SERVICES PROVIDED
SEARCH REQUESTS
REQUEST INBOX
FIND A CONSULTANT
GIVE US FEEDBACK
LOGOUT
PRIMARY CEMENTING-COMMERCIAL RESPONSE
HOLE SECTION:SURFACE
HOLE DIAMETER IN | TOP MD,FT | BOTTOM MD,FT | LENGTH MD,FT | TOP TVD,FT | BOTTOM TVD,FT | LENGTH TVD,FT | MUD TYPE | MAX MW, PPG
12.25 | 116 | 5219 | 5103 | 116 | 4554 | 4438 | SPUD MUD | 9.8
RELEVANT CASING PROGRAM
HOLE SECTION | HOLE DIAMETER, IN | CASING SIZE,IN | WEIGHT LB/M/FT | GRADE | THREADS | TOP MD,FT | BOTTOM MD,FT | LENGTH MD,FT | TOP TVD FT | BOTTOM TVD,FT
CONDUCTOR | 24 | 20 | 91.1 | H-40 | WELD | 37 | 116 | 79 | 37 | 116
SURFACE | 12.25 | 9.625 | 40 | L-80 | BTC | 35 | 5219 | 5184 | 35 | 4554
GEOLOGICAL ISSUES WITHIN HOLE SECTION
H2S IN HOLE SECTION | CONCENTRATION,PPM | MIN DEPTH OF H25 MD,FT
PENETRATE SALT IN HOLE SECTION | TOP OF SALT SECTION MD,FT | THICKNESS OF SALT SECTION MD,FT | SALT SECTION FLOWING
GAS MIGRATION PROBLEMS EXPECTED | TOP OF GAS ZONE MD,FT | PRESSURE@DEPTH,PSI | DESIRED TECHNIQUE
MIN FRAC GRADIENT(1),PPG | DEPTH OF FRAC GRADIENT(1) MD,FT | MIN FRAC GRADIENT (2), PPG | DEPTH OF FRAC GRADIENT (2) MD,FT
1ST STAGE
FLUSH/SPACERS | NAME | VOLUME,BBL | DENSITY,PPG
PREFLUSH | FRESH WATER | 300 | 8.3
FLUSH COMMENTS
CEMENT SLURRY NO.1 | TAIL 1 | TYPE | LIQUID
RECIPE DESCRIPTION
TOP OF SLURRY MD,FT | BOTTOM OF SLURRY MD,FT | VOLUME,BBL
0 | 5219
MAX DENSITY,PPG | DESIRED FL,CC/30MINS | TRANSITION TIME,MIN
12.4 | 50
EST THICKENING TIME,HR | BHST,F | BHCT,F
4 | 110
STAGE 1 COMMENTS

FIG.15G

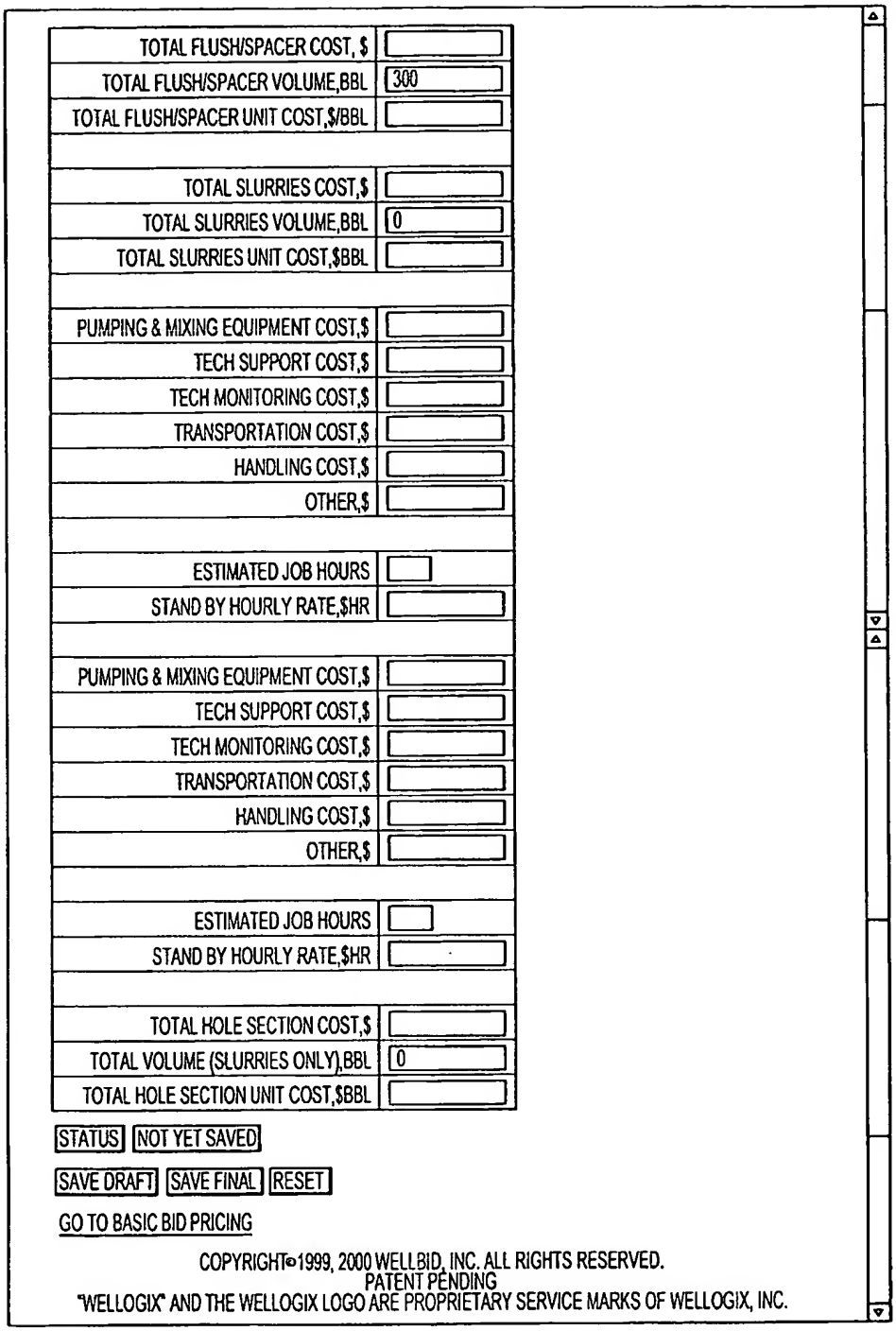
TOTAL FLUSH/SPACER COST, $
TOTAL FLUSH/SPACER VOLUME,BBL
300
TOTAL FLUSH/SPACER UNIT COST,$/BBL
TOTAL SLURRIES COST,$
TOTAL SLURRIES VOLUME,BBL
0
TOTAL SLURRIES UNIT COST,$BBL
PUMPING & MIXING EQUIPMENT COST,$
TECH SUPPORT COST,$
TECH MONITORING COST,$
TRANSPORTATION COST,$
HANDLING COST,$
OTHER,$
ESTIMATED JOB HOURS
STAND BY HOURLY RATE,$HR
PUMPING & MIXING EQUIPMENT COST,$
TECH SUPPORT COST,$
TECH MONITORING COST,$
TRANSPORTATION COST,$
HANDLING COST,$
OTHER,$
ESTIMATED JOB HOURS
STAND BY HOURLY RATE,$HR
TOTAL HOLE SECTION COST,$
TOTAL VOLUME (SLURRIES ONLY),BBL
0
TOTAL HOLE SECTION UNIT COST,$BBL
STATUS
NOT YET SAVED
SAVE DRAFT
SAVE FINAL
RESET
GO TO BASIC BID PRICING
COPYRIGHT©1999, 2000 WELLBID, INC. ALL RIGHTS RESERVED.
PATENT PENDING
"WELLOGIX" AND THE WELLOGIX LOGO ARE PROPRIETARY SERVICE MARKS OF WELLOGIX, INC.

FIG.15H

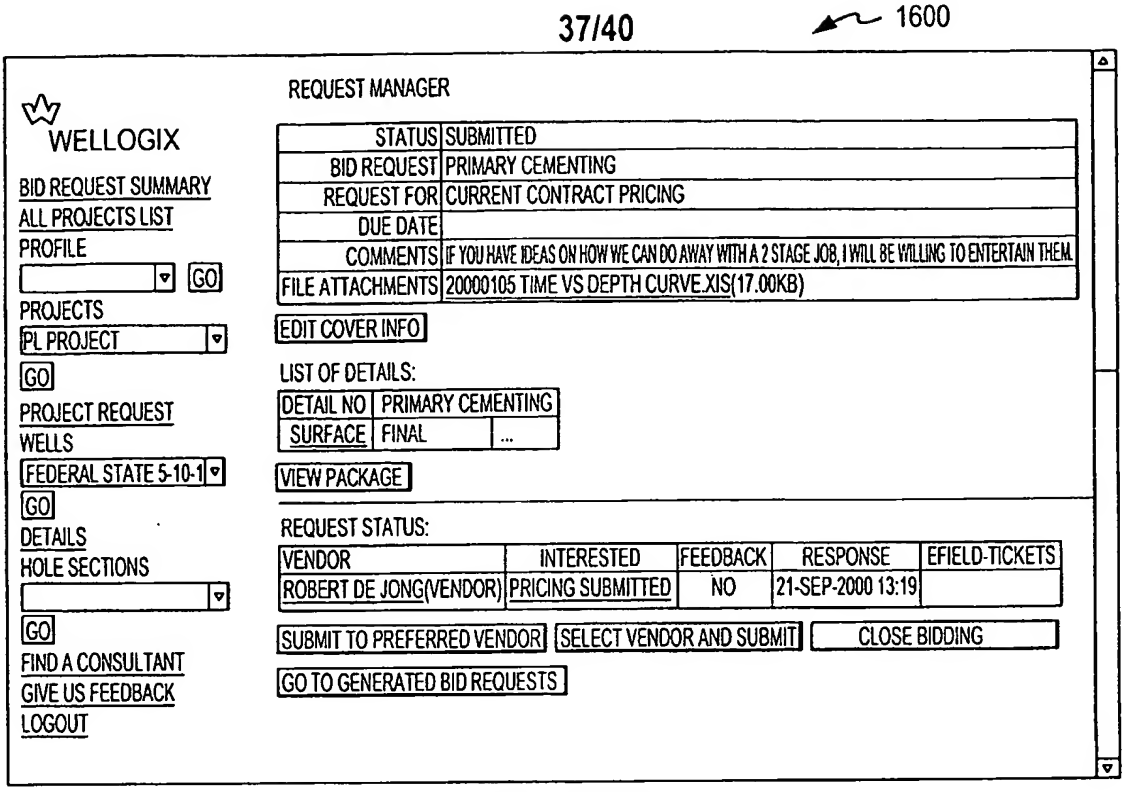

FIG.16A

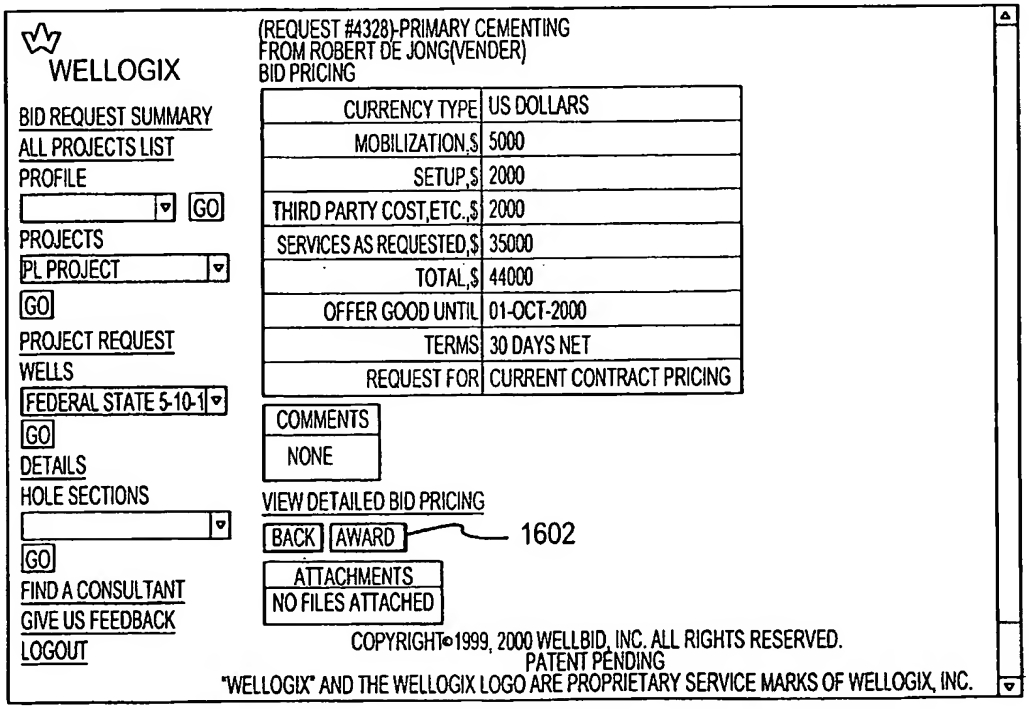

FIG.16B

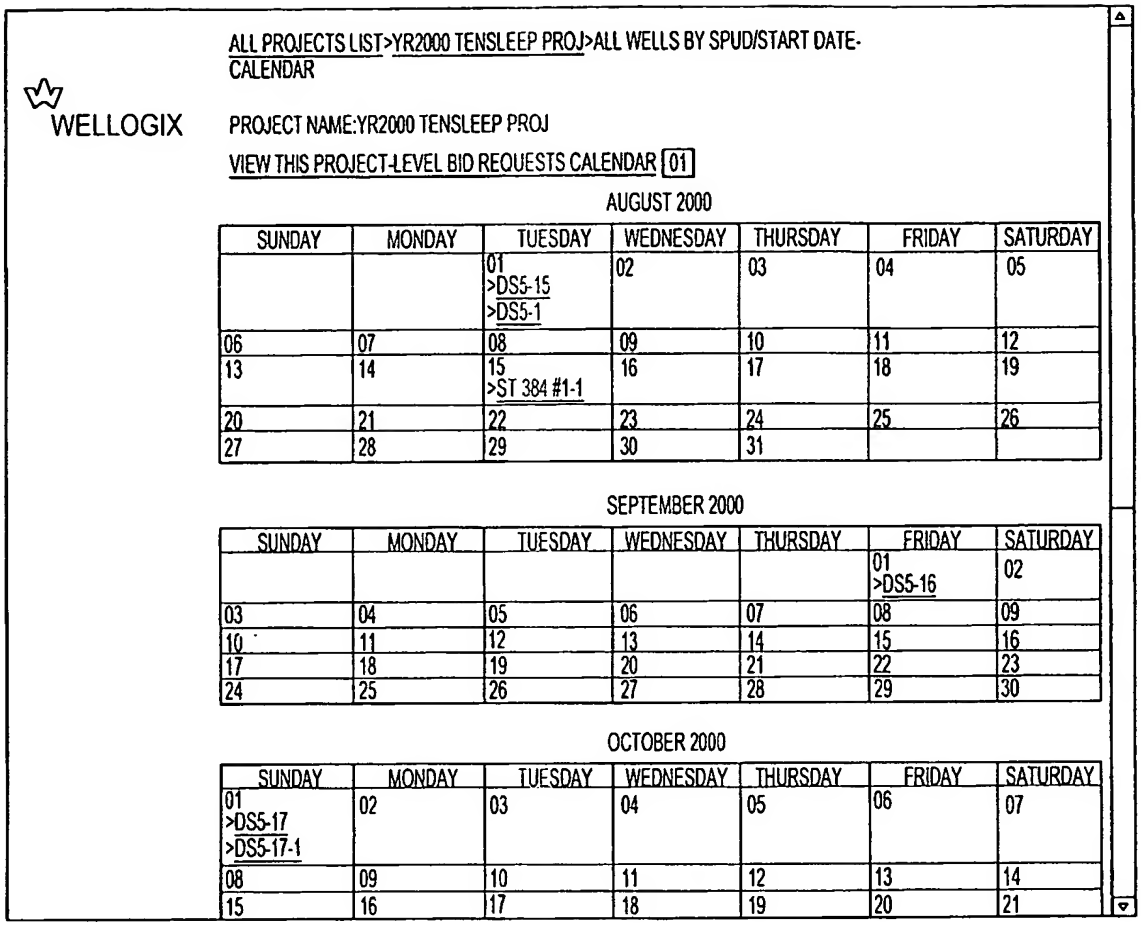
ALL PROJECTS LIST>YR2000 TENSLEEP PROJ>ALL WELLS BY SPUD/START DATE-CALENDAR
WELLOGIX
PROJECT NAME:YR2000 TENSLEEP PROJ
VIEW THIS PROJECT-LEVEL BID REQUESTS CALENDAR [01]
AUGUST 2000
SUNDAY MONDAY TUESDAY WEDNESDAY THURSDAY FRIDAY SATURDAY
01 >DS5-15 >DS5-1
02 03 04 05
06 07 08 09 10 11 12
13 14 15 >ST 384 #1-1
16 17 18 19
20 21 22 23 24 25 26
27 28 29 30 31
SEPTEMBER 2000
SUNDAY MONDAY TUESDAY WEDNESDAY THURSDAY FRIDAY SATURDAY
01 >DS5-16
02
03 04 05 06 07 08 09
10 11 12 13 14 15 16
17 18 19 20 21 22 23
24 25 26 27 28 29 30
OCTOBER 2000
SUNDAY MONDAY TUESDAY WEDNESDAY THURSDAY FRIDAY SATURDAY
01 >DS5-17 >DS5-17-1
02 03 04 05 06 07
08 09 10 11 12 13 14
15 16 17 18 19 20 21

FIG.17A

WELLOGIX

ALL PROJECTS LIST>YR2000 TENSLEEP PROJ>ALL BID REQUESTS BY DUE DATE-CALENDAR

BID REQUEST SUMMARY
ALL PROJECTS LIST
PROFILE
[ ] [GO]
PROJECTS
[YR2000 TENSLEEP PROJ] [GO]
PROJECT REQUEST
WELLS
[ ] [GO]
FIND A CONSULTANT
GIVE US FEEDBACK
LOGOUT

PROJECT NAME:YR2000 TENSLEEP PROJ

VIEW PROJECT'S WELLS BY SPUD/START DATE [01]

JULY 2000

SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
						01
02	03	04	05	06	07	08
09	10	11	12	13	14	15 >CASING(1 SUBMITTED,1 RESPONDED)
16	17	18	19	20	21	22
23	24	25	26	27	28	29
30	31					

[BACK]

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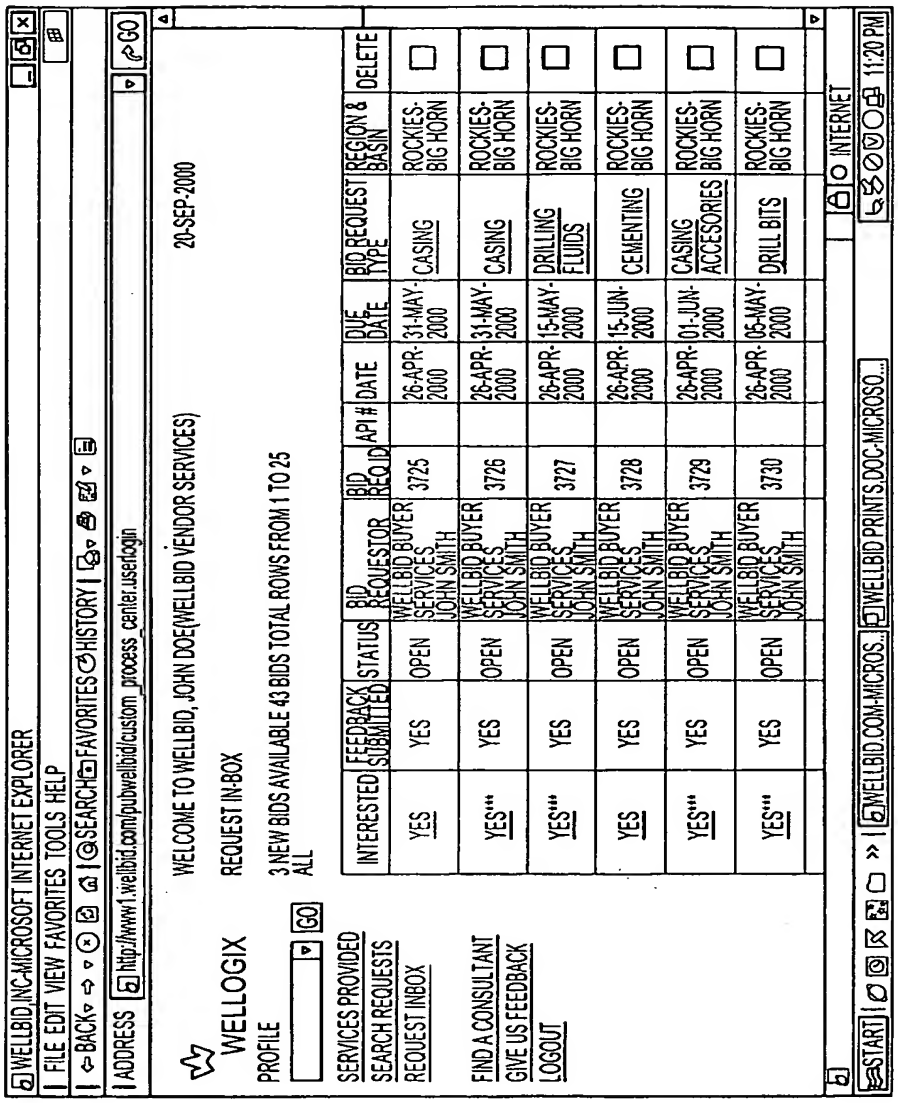
FIG.17B


1800
WELLBID,INC-MICROSOFT INTERNET EXPLORER
FILE EDIT VIEW FAVORITES TOOLS HELP
BACK SEARCH FAVORITES HISTORY
ADDRESS http://www1.wellbid.com/pubwellbid/custom_process_center.usertogin
GO
WELLOGIX
PROFILE
GO
SERVICES PROVIDED
SEARCH REQUESTS
REQUEST INBOX
FIND A CONSULTANT
GIVE US FEEDBACK
LOGOUT
WELCOME TO WELLBID, JOHN DOE(WELLBID VENDOR SERVICES)
20-SEP-2000
REQUEST IN-BOX
3 NEW BIDS AVAILABLE 43 BIDS TOTAL ROWS FROM 1 TO 25
ALL
INTERESTED
FEEDBACK SUBMITTED
STATUS
BID REQUESTOR
BID REQ ID
API #
DATE
DUE DATE
BID REQUEST TYPE
REGION & BASIN
DELETE
YES
YES
OPEN
WELLBID BUYER SERVICES JOHN SMITH
3725
26-APR-2000
31-MAY-2000
CASING
ROCKIES-BIG HORN
YES***
YES
OPEN
WELLBID BUYER SERVICES JOHN SMITH
3726
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31-MAY-2000
CASING
ROCKIES-BIG HORN
YES***
YES
OPEN
WELLBID BUYER SERVICES JOHN SMITH
3727
26-APR-2000
15-MAY-2000
DRILLING FLUIDS
ROCKIES-BIG HORN
YES
YES
OPEN
WELLBID BUYER SERVICES JOHN SMITH
3728
26-APR-2000
15-JUN-2000
CEMENTING
ROCKIES-BIG HORN
YES***
YES
OPEN
WELLBID BUYER SERVICES JOHN SMITH
3729
26-APR-2000
01-JUN-2000
CASING ACCESORIES
ROCKIES-BIG HORN
YES***
YES
OPEN
WELLBID BUYER SERVICES JOHN SMITH
3730
26-APR-2000
06-MAY-2000
DRILL BITS
ROCKIES-BIG HORN
START
WELLBID.COM-MICROS...
WELLBID PRINTS.DOC-MICROSO...
INTERNET
11:20 PM

FIG.18

INTERNATIONAL SEARCH REPORT

International application No.
PCT/US00/26711

A. CLASSIFICATION OF SUBJECT MATTER
IPC(7) :G06F 17/60
US CL : 705/26, 8, 7
According to International Patent Classification (IPC) or to both national classification and IPC

B. FIELDS SEARCHED

Minimum documentation searched (classification system followed by classification symbols)

U.S. : 705/26, 8, 7

Documentation searched other than minimum documentation to the extent that such documents are included in the fields searched

Electronic data base consulted during the international search (name of data base and, where practicable, search terms used)

EAST, WEST, DIALOG

C. DOCUMENTS CONSIDERED TO BE RELEVANT

Category*	Citation of document, with indication, where appropriate, of the relevant passages	Relevant to claim No.
Y	US 5,799,284 A (BOURQUIN) 25 Aug 1998, col. 1, lines 40-57; col. 2, lines 40-67.	1-172
Y	US 5,592,375 A (SALMON et al) 07 January 1997, col. 1, lines 25-67; col. 2, lines 15-25.	1-172
A	Metals Week. Codelco's Recent Efforts. Business Week. 06 March 1989. page 8.	1,22, 33,43, 56,68, 78
A	The Energy Report. Alternative Energy Auction a Victim of California "direct access". 09 May 1994. Vol. 22, No. 18.	1-172

[X] Further documents are listed in the continuation of Box C. [ ] See patent family annex.

*	Special categories of cited documents:	"T"	later document published after the international filing date or priority date and not in conflict with the application but cited to understand the principle or theory underlying the invention
"A"	document defining the general state of the art which is not considered to be of particular relevance	"X"	document of particular relevance; the claimed invention cannot be considered novel or cannot be considered to involve an inventive step when the document is taken alone
"E"	earlier document published on or after the international filing date	"Y"	document of particular relevance; the claimed invention cannot be considered to involve an inventive step when the document is combined with one or more other such documents, such combination being obvious to a person skilled in the art
"L"	document which may throw doubts on priority claim(s) or which is cited to establish the publication date of another citation or other special reason (as specified)	"&"	document member of the same patent family
"O"	document referring to an oral disclosure, use, exhibition or other means		
"P"	document published prior to the international filing date but later than the priority date claimed		

Date of the actual completion of the international search	Date of mailing of the international search report
14 NOVEMBER 2000	28 DEC 2000
Name and mailing address of the ISA/US Commissioner of Patents and Trademarks Box PCT Washington, D.C. 20231 Facsimile No. (703) 305-3230	Authorized officer VINCENT MILLIN James R. Matthews Telephone No. (703) 308-1065

Form PCT/ISA/210 (second sheet) (July 1998)*

INTERNATIONAL SEARCH REPORT

International application No.
PCT/US00/26711

C (Continuation). DOCUMENTS CONSIDERED TO BE RELEVANT

Category*	Citation of document, with indication, where appropriate, of the relevant passages	Relevant to claim No.
A	Burnham, Rick. Area New Home Projects Make a Strong Showing. Free Enterprise-Riverside CA. 03 March 1996.	1,22, 33,43, 56,68, 78
A	Korea Herald. Government Raises Won Value of International Auction Projects. 04 January 1999.	1,2,22,33, 34,43, 55,56,58, 78,79, 110,111, 116,117, 146,147, 155,156 164,165